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THE 1979 SURVEY OF DENTAL PRACTICE

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1979 SURVEY OF DENTAL PRACTICE

I. INTRODUCTION AND GENERAL CHARACTERISTICS

The 1979 Survey of Dental Practice is intended to provide reliable information on selected characteristics of the private practice of dentistry in the U.S. This survey is the 12th in a series of surveys that have been conducted every two to three years since the early 1950's by the American Dental Association's Bureau of Economic and Behavioral Research.

This report contains reported statistics from the survey including dentists' income and expenses, auxiliary personnel, number of patients and patient visits and characteristics of the workweek and workyear. Some of the data were obtained from private practitioners' records regarding annual income, taxes and overhead costs for the calendar year 1978. Other data reflect dentist and practice characteristics at the time of the survey. Most of the statistics presented in this report are described according to geographic region, graduation year and type of practice. Other variables, such as age and type of ownership have also been used to compare characteristics of dentists and dental practices.

A. The Sample and the Population

As in the 1977 Survey of Dental Practice, a stratified systematic sampling procedure was used for selection of a sample of dentists. The stratification variables used were type of practice (i.e. general practitioner or specialist), geographic distribution by region and state, and year of graduation from dental school. A sample of 6,416 dentists was selected representing about 5.5% of the total population of 117,000 dentists listed in the ADA directory in early 1979.[1]

There were 3,027 usable returned surveys representing an adjusted response rate of 54.4%. Since specialists comprise only about 12% of the total population of dentists in the U.S., it was necessary to oversample specialists in order to obtain a sufficient number of responses for the purposes of statistical analyses. As shown in Appendix A, table A-1, specialists represent a higher percentage in the raw unweighted sample than

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[1] Appendix A to this report contains a complete discussion of the survey methodology.

in the population.[2] To make statistical statements about the dentist population as a whole from the survey responses, one must account for the oversampling of specialists. This was accomplished by applying a weighting factor to each survey response which is described in Appendix A. Weighted statistics are presented throughout this report.

The distribution of dentists in the population and dentists responding to the survey is shown in table I-1 by type of practice, year of graduation from dental school and region in the U.S. The weighted distribution of respondent dentists by type of practice is virtually the same as in the population. General practitioners represented 88.0% of the respondents (87.9% in the population) and specialists accounted for 12.0% (12.1% in the population). The distribution of respondents to the survey by year of graduation generally reflected the distribution in the population. The distribution of respondents by U.S. regions also showed very little divergence from the regional distribution in the population.

Table I-2 contains data on age and sex of the sample of respondent dentists. Only 46 of the respondents were female dentists. This represents 1.5% of the sample and compares to an estimated 1.7% of dentists in the population. Approximately 20% of the sample were young dentists; i.e. less than 35 years of age. About 35% of the respondent dentists were in the age range of 40-54 years which has been characterized as a high productivity period.

B. General Practice Arrangements

Each dentist in the sample was asked to indicate the ownership arrangement which best described his employment status in a primary practice: e.g. sole proprietor, partnership, or shareholder in an incorporated practice.[3]

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[2] Only specialists as a group were oversampled; individual categories of specialists were not. See Appendix A, table A-1 for the unweighted distribution of sample and respondent dentists by type of practice.

[3] A respondent could also indicate a nonownership position as an employed dentist (e.g. salaried) or an associate. The category salaried dentist could be employed by any of the several types of practices. Salaried dentists are not generally included in the data presented in this report. There were 115 salaried dentists or about 4.3% of the sample respondents.

Table I-1. Distribution of dentists in the population and survey respondents by type of practice, year of graduation and U.S. geographic region[a], 1979.

Stratification Variables	Population		Survey Respondents	
	%	Number	%	Number
		Type of Practice		
General Practitioners	87.9	103,070	88.0	2,669
Specialists[b]	12.1	14,174	12.0	364
Oral Surgeons	2.8	3,265	2.4	74
Endodontists	0.8	879	0.7	22
Orthodontists	5.1	6,024	5.1	156
Pedodontists	1.5	1,703	1.7	51
Periodontists	1.5	1,789	1.7	51
Prosthodontists	0.4	514	0.3	10
TOTAL	100.0	117,244	100.0	3,033
		Year of Graduation		
Before 1940	9.3	10,891	6.6	201
1940 - 1944	6.7	7,776	6.2	188
1945 - 1949	6.5	7,643	6.3	191
1950 - 1954	10.4	12,108	12.2	366
1955 - 1959	11.4	13,340	12.4	376
1960 - 1964	12.4	14,554	13.0	395
1965 - 1969	13.2	15,424	13.2	401
1970 - 1974	15.6	18,265	17.5	529
1975 - 1979	14.5	17,007	12.6	382
TOTAL[c]	100.0	117,008	100.0	3,029

Table I-1 (continued)

Stratification Variables	Population		Survey Respondents	
	%	Number	%	Number
		U.S. Region		
New England	6.6	7,742	6.8	206
Middle Atlantic	20.7	24,245	19.1	580
South Atlantic	13.4	15,710	13.4	405
East South Central	4.6	5,420	4.4	134
East North Central	17.7	20,735	17.2	521
West North Central	7.3	8,510	8.1	244
West South Central	7.5	8,833	8.1	246
Mountain	4.7	5,521	5.1	154
Pacific	17.0	19,934	17.6	533
Other Possessions	0.5	644	0.2	6
TOTAL[d]	100.0	117,294	100.0	3,027

Source: 1979 Survey of Dental Practice and ADA, Distribution of Dentists, 1979.

[a]See Appendix A for a listing of states within regions.

[b]Specialists, not individual categories of specialists, were oversampled. The population figures exclude 28 oral pathologists and 22 public health dentists.

[c]Population figures exclude 236 dentists because of missing data while two were excluded from the sample total for similar reasons.

[d]The population total includes 28 oral pathologists and 22 public health dentists.

Table I-2. Distribution of dentists by sex and age and mean ages for selected groups, 1979.

Variable	Survey Respondents	
	%	Number
Sex		
Male	98.5	2,986
Female	1.5	46
TOTAL[a]	100.0	3,032
Age (years)		
Less than 30	4.8	141
30 - 34	16.7	492
35 - 39	15.0	444
40 - 44	12.2	361
45 - 49	12.7	375
50 - 54	10.4	306
55 - 59	12.2	359
60 or older	16.0	472
TOTAL[b]	100.0	2,951
Mean Ages		
All dentists =	46.4	
General Practitioners =	46.5	
Specialists =	46.0	
All solo dentists =	47.4	

Source: 1979 Survey of Dental Practice and ADA, Distribution of Dentists, 1979.

[a]One dentist could not be classified due to missing data regarding sex.

[b]Data were missing on age for 82 dentists.

The category "sole proprietor" indicates that one dentist is the only owner in an unincorporated practice.[4] A sole proprietor may or may not share the costs of equipment or personnel with another practice or business, may practice alone as a solo dentist in the practice, or may employ other dentists to treat patients in the same practice. The study includes 1,770 (66.7%) dentists who are sole proprietor dentists (see table I-3).

"Shareholder-incorporated" indicates a dentist who owns some or all of an incorporated practice. Ownership of a practice includes obligation to pay expenses and debts of the practice and entitlement to share in profits accruing from the practice. In contrast to unincorporated practices, incorporated dentists salary themselves and could possibly receive dividends. The total salary and dividend payments to the incorporated dentist is considered the "net income" equivalent of the dental practice. Where possible, distinction is made between salaried corporate owners and other salaried dentists. An incorporated practice may include one or more owner dentists and may employ nonshareholder dentists for a salary, commission or other compensation arrangement. As shown in table I-3, an estimated 24.9% of all dentists are shareholder-incorporated practitioners.

A "partnership" is an arrangement with another dentist or among a group of dentists in which the practice is jointly owned. There is no legal limit to the number of dentists who can join in a partnership. Net income is divided among the partners and expenses may or may not be shared with another practice or business. There were 110 (4.1%) dentists in the study who identified themselves as partners in a partnership.

Approximately 73% of all dentists work as solo practitioners; i.e. they work without other dentists in the same practice (see table I-4).[5] Among the general practitioners (GPs), approximately 73% were solo dentists compared to 69% of specialists. About 10% of the GPs treated patients in nonsolo practices having three or more dentists compared to 12% of the specialists.

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[4] In past Surveys of Dental Practice, solo unincorporated was used to describe the sole proprietor dentist. Sole proprietor is preferred so as not to be confused with a solo dentist which is defined later.

[5] In this report, a solo dentist is limited to a dentist working in a practice with no other dentists. The solo dentist can, however, employ various configurations of auxiliaries and dental equipment. The solo dentist is comparable to the dentist practicing alone reported in the 1977 Survey of Dental Practice.

Table I-3. Number and percentage distribution of dentists by type of ownership, 1978.[a]

Type of Ownership	Respondent Dentists	
	%	Number
Sole Proprietor	66.7	1,770
Partnership	4.1	110
Shareholder-Incorporated	24.9	660
Salaried (Non-owner)	4.3	115
TOTAL	100.0	2,655

Source: 1979 Survey of Dental Practice.

[a]Note: These percentages do not necessarily reflect the proportion of dental practices that are incorporated, organized as a partnership or sole proprietorship.

Table I-4. Size of practice reported by dentists by type of practice and for all dentists, 1979.

Size of Practice	All Dentists	Type of Practice	
		General Practitioner	Specialist
1 dentist	73.0	73.4	68.9
2 dentists	17.0	16.8	19.3
3 dentists	5.7	5.6	7.2
4 dentists	1.9	1.8	2.5
5 or more dentists	2.3	2.4	2.1
TOTAL	99.9	100.0	100.0

Source: 1979 Survey of Dental Practice.

Table I-5 displays characteristics of dentists in various practice ownership arrangements -- by size and type of practice. Two-thirds of the dentists practice as sole proprietor dentists. Among this group, 91.9% are general practitioners and 8.1% are specialists. Also, 87.5% of the sole proprietor dentists treat patients as solo practitioners, 8.7% are in a practice having two dentists and 3.8% are in a practice having three or more dentists. For the 4% of the dentists who are in a partnership, 85.1% are general practitioners and 14.9% are specialists. Most dentists in a partnership are associated with one other dentist (61.8%) while 24.1% practice with two other dentists and 14.0% have joined groups of four or more dentists. Among the 25% of all dentists who are shareholders in an incorporated practice, 60.5% are solo dentists, 22.9% are in a practice having two dentists and 16.6% work in a practice having three or more dentists.

Among the 4.3% of all dentists who are not owners in a dental practice, 90.2% are general practitioners and most (80.6%) treat patients in practices with one or two other dentists.

Most of the dentists reported at the time of the survey that they had worked in the primary practice for the full calendar year of 1978. Overall groups of dentists, the average length of time associated with their current practice was 14 years (or since about 1964). Each dentist was asked how they first became associated with the practice where they currently practice. About 66% started in their current practice as a solo dentist (see table I-6) and 10% began as a salaried or associate dentist.

Most of the data were tabulated using dentists classified as independent practitioners. This classification is further divided into independent practitioners practicing the full year and those practicing any portion of the year. When examining data that pertain to the dental practice as a whole, statistics were calculated in most instances only for solo dentists.

An independent dentist in this report is defined as one who is an owner, in full or in part, of a practice. This includes dentists who are the sole proprietors of their practices, dentists practicing in an incorporated practice as a shareholder or in traditional partnerships. The majority (96%) of <u>all</u> dentists are independent practitioners.

Table I-5. Selected findings for dentists in different practice ownership arrangements by type and size of practice, 1979.

Type of Ownership	Type of Practice	Practice Size
Sole Proprietor (66.7%)	91.9% - General Practitioners 8.1% - Specialists	87.5% solo 8.7% in practice with 2 2.1% in practice with 3 0.9% in practice with 4 0.8% in practice with 5+
Partnership (4.1%)	85.1% - General Practitioners 14.9% - Specialists	61.8% in practice with 2 24.1% in practice with 3 14.0% in practice with 4+
Incorporated, Shareholder (24.9%)	76.2% - General Practitioners 23.8% - Specialists	60.5% solo 22.9% in practice with 2 9.1% in practice with 3 3.4% in practice with 4 4.1% in practice with 5+
Salaried, Non-Owner (4.3%)	90.2% - General Practitioners 9.8% - Specialists	60.7% in practice with 2 19.9% in practice with 3 19.4% in practice with 4+

Source: 1979 Survey of Dental Practice

Table I-6. Way in which dentist first became associated with present primary practice, 1979.

Beginning Status	Dentists	
	%	Number
Began New Practice - Solo	66.4	2,010
Began New Practice - Partnership	4.2	128
Purchased Established Practice	12.4	377
Joined in Ownership of Established Practice	5.4	164
Became Salaried in Established Practice	7.7	233
Associate or Commission	2.2	65
Other[a]	1.7	50
TOTAL	100.0	3,027

Source: 1979 Survey of Dental Practice

[a]Other included started practice with father, relocated, lease, rented, or shared and practice merger.

In reviewing data contained in this report, the reader should be aware that the ADA surveyed only owners or dentist employees in dental practices. Dentists were asked to answer questions about themselves and about the primary or secondary practice where they treat patients. In most cases, data are presented in a way that describes the representative dentist in terms of, for example, average hours worked per week, average weeks worked per year, average age and average net income from practice. Practice-related data were either restricted to solo dentists (to avoid possible double counting of dentists) or calculated in a way that reflects dentist responses and not practice responses. For example, the survey data can be used to determine the number of dentists who reported working in nonsolo practices but cannot necessarily be used to determine the number of nonsolo practices.[6]

The remainder of this report contains statistical summaries of various aspects of the practice of dentistry including the dentists' workweek and workyear (section II); and patients, patient visits, and dentist perceived busyness (section III). Section IV contains descriptive statistics covering the utilization of auxiliaries. Dental practice expenses are statistically described in section V while dentist income is summarized in sections VI and VII.

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[6] Two respondent dentists could be working in the same practice each reporting they work in a practice with two dentists. While this represents two dentists working in a nonsolo practice, there is only one practice.

II. THE DENTIST'S TIME SPENT IN THE PRACTICE OF DENTISTRY

A. Hours Per Week in the Primary Practice in 1978

In 1978 all independent dentists spent a mean of 43.1 hours per week in activities associated with the primary practice. This appears greater than the figure reported for 1976. The 1977 Survey of Dental Practice reports 40.8 hours but the questionnaire excluded "Personal time (lunch, etc.)" from the figure. Since dentists spent 3.7 hours per week in 1978 in "Personal time," the weekly totals for 1976 and 1978 appear quite similar.

A comparison among dentists with differing practice types (unincorporated, partnership, incorporated) indicates little differences in weekly hours spent in the primary practice (see table II-1). General practitioners averaged 43.3 hours and specialists averaged 42.0 hours. Examination of hours per week by various practice activities shows that an average of 33.0 hours is spent treating patients; 2.5 hours on laboratory procedures; 1.5 hours on filing prepayment and/or government forms; 0.9 of an hour on bookkeeping procedures; 1.8 hours on professional reading; 0.8 of an hour on other activities (training employees, etc.) and 3.7 hours per week represents personal time (lunch, etc.). Neither the type of practice (GP versus specialty) nor the type of ownership appear to be significantly related to the total number of hours worked. Independent general practitioners do, however, spend, on average, an hour more per week treating patients and an hour more on laboratory procedures than do specialists (table II-1).

Although there is very little difference in hours across age groups (table II-2), the mean total hours per week seems to decline slightly among older groups for general practitioners and all dentists. Specialists differ slightly from this pattern with dentists in the 55 years and over age group, working about the same amount of hours per week as do specialists in the 30-34 years age group (41 hours per week). Specialists in the 45-49 years age group averaged the least amount of total hours in their primary practice (40.6 hours).

Hours per week appear to vary across regions and the variation is greatest among specialists (see table II-2). Within this latter group, hours per week range from 40.4 hours in New England to 44.4 hours in the West South Central region. GPs from New England likewise reported the lowest hours per week, on average, while the highest hours per week for GPs was 44.1 hours in the Mountain and East North Central regions. Among all dentists, hours per week was highest at 44.0 hours in the Mountain region.

Table II-1. Mean number of hours per week spent by independent dentists working the full year at the primary practice office in various activities by type of practice, 1979.

	General Practitioners			Specialists			All Dentists		
Type of Activity	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
Treating Patients	33.1	2,274	7.2	31.9	329	8.0	33.0	2,604	7.3
Laboratory Procedures	2.6	2,258	3.0	1.5	319	2.5	2.5	2,577	3.0
Filing Prepayment Forms	1.1	2,236	1.9	1.1	321	1.4	1.1	2,557	1.8
Bookkeeping Procedures	0.9	2,227	1.5	1.0	321	1.7	0.94	2,548	1.5
Professional Reading	1.8	2,239	1.9	2.0	324	2.2	1.8	2,563	1.9
Other Activities	0.8	2,182	2.0	1.2	315	1.9	0.86	2,498	2.0
Personal Time	3.7	2,295	2.5	3.9	324	2.5	3.7	2,620	2.5

Mean number of hours per week and weeks per year spent by independent dentists working the full year at the primary practice office by type of practice, 1979.

	General Practitioners			Specialists			All Dentists		
Hours and Weeks	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
Hours per Week	43.3	2,169	10.4	42.0	313	10.9	43.1	2,483	10.4
Weeks per Year	47.6	2,334	3.0	46.8	334	3.9	47.5	2,668	3.2

Table II-1 (continued)

Mean number of hours per week spent by independent dentists at the primary practice office by type of practice and type of ownership, 1979.

Type of Ownership	General Practitioners			Specialists			All Dentists		
	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
Sole Proprietor	43.4	1,473	10.8	42.1	129	11.8	43.2	1,601	10.9
Partnership	42.8	85	9.4	43.1	14	11.1	42.9	99	9.6
Incorporated	43.6	462	8.6	41.7	147	9.8	43.1	609	9.0

Source: 1979 Survey of Dental Practice.

Table II-2. Mean number of hours per week spent by independent dentists working the full year at the primary practice by age, region, year of graduation and type of practice, 1979.

Age (years)	General Practitioners			Specialists			All Dentists		
	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
Less than 30	46.0	61	8.5	-	-	-	46.0	61	8.5
30 - 34	45.8	358	10.1	41.1	32	11.3	45.4	391	10.3
35 - 39	44.1	307	8.8	42.8	74	10.2	43.8	381	9.1
40 - 44	43.5	256	9.8	42.4	60	11.8	43.3	315	10.2
45 - 49	42.9	296	9.0	40.6	41	10.0	42.6	338	9.2
50 - 54	43.2	235	10.4	43.1	34	10.3	43.2	268	10.3
55 - 59	42.2	274	10.1	41.7	40	11.5	42.2	315	10.3
60 or older	40.2	329	12.6	41.4	30	12.2	40.3	359	12.5
Region									
New England	42.0	144	10.6	40.4	26	10.0	41.8	169	10.5
Middle Atlantic	43.8	410	11.2	43.5	62	11.7	43.7	471	11.3
South Atlantic	43.7	294	9.9	42.0	47	11.2	43.5	341	10.1
East South Central	43.3	91	10.5	43.5	13	12.8	43.3	104	10.7
East North Central	44.1	375	9.5	40.9	46	11.8	43.7	420	9.8
West North Central	42.6	170	9.6	41.3	24	9.9	42.4	194	9.6
West South Central	42.9	194	9.8	44.4	18	8.3	43.1	211	9.7
Mountain	44.1	120	11.3	43.7	15	9.0	44.0	135	11.0
Pacific	42.4	372	10.7	40.8	63	10.9	42.2	436	10.7

Table II-2 (continued)

Year of Graduation	General Practitioners			Specialists			All Dentists		
	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
Before 1940	38.8	125	13.8	43.3	12	15.9	39.2	137	14.0
1940 - 1944	40.4	141	12.0	40.4	14	8.0	40.4	155	11.7
1945 - 1949	41.4	134	10.1	40.2	20	12.0	41.2	154	10.3
1950 - 1954	43.0	287	10.3	43.3	40	10.9	43.0	327	10.3
1955 - 1959	43.8	285	9.9	41.2	45	9.9	43.4	329	9.9
1960 - 1964	42.9	296	9.7	40.9	51	11.2	42.6	347	10.0
1965 - 1969	42.5	292	9.5	42.8	73	10.8	42.6	365	9.7
1970 - 1974	44.9	385	9.4	42.7	55	10.9	44.7	441	9.6
1975 - 1979	47.4	223	9.6	*	3	12.0	47.2	226	9.7

Source: 1979 Survey of Dental Practice.

*Fewer than ten specialists who graduated during the period 1975-1979 reported hours worked per week.

The hours in the primary practice by year since graduation (table II-2) reflects a pattern similar to hours by dentist age. The most recent graduates (1975-1979), the dentists with the least practice experience averaged 47.4 hours per week. The average hours decrease for GPs graduating before 1940 (the oldest dentists) to 38.8 hours per week. The pattern for specialists is somewhat different indicating less variation across years of graduation. For all dentists, the pattern is more similar to that of GPs, with a low of 39.2 hours per week for dentists graduating before 1940 and a high of 47.2 hours for the most recent graduates.

B. Weeks Per Year in the Primary Practice in 1978

The mean number of weeks per year an independent dentist spends in the primary practice is 46.7 (table II-3). Younger dentists (under 30) spend the least (mean) number of weeks per year in the primary practice (38.6); from 30-59 years of age dentists average 47 weeks per year; at age 60 and older the weeks worked tend to decrease to 45.5 weeks per year.

Across regions, little variation in weeks worked per year is indicated among all independent dentists. The fewest (45.9) weeks worked was reported by East South Central dentists while the greatest number was reported by those in the New England region (47.6). Recall that New England dentists also reported the least number of hours per week. General practitioner figures are very similar. Specialists in the East South Central region worked the greatest amount of weeks (48.3) and specialists in the Pacific and East North Central regions worked the fewest number of weeks (45.6 and 45.8 respectively).[7]

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[7]Approximately 10% of all independent dentists maintain secondary practices. The mean number of weeks worked per year by dentists working in a secondary practice is 39.3 (see table II-4) and the mean number of hours per week is 11.6.

Table II-3. Mean number of weeks worked per year by independent dentists working the full year by type of practice, ownership, age, and region, 1979.

Characteristics	General Practitioners			Specialists			All Dentists		
	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation	Mean	Number	Standard Deviation
All Dentists	46.7	2,413	5.7	46.5	336	4.8	46.7	2,749	5.6
Ownership									
Sole Proprietor	47.6	1,584	3.1	46.6	138	5.5	47.6	1,722	3.4
Partnership	46.8	91	6.2	46.6	16	4.7	46.8	107	6.0
Incorporated	47.3	491	3.6	46.5	154	4.3	47.1	645	3.8
Age (years)									
Less than 30	38.6	84	15.3	-	-	-	38.6	84	15.3
30 - 34	47.1	392	6.9	46.5	33	6.6	47.1	425	6.9
35 - 39	47.5	328	4.0	47.4	80	3.8	47.5	408	3.9
40 - 44	47.6	273	2.7	46.7	63	3.7	47.4	336	2.9
45 - 49	47.5	319	2.8	45.4	45	7.3	47.2	364	3.7
50 - 54	47.2	257	4.4	47.4	38	2.6	47.2	295	4.2
55 - 59	47.3	296	3.1	45.6	40	5.4	47.1	336	3.5
60 or older	45.5	397	5.7	45.9	35	4.0	45.5	432	5.6
Region									
New England	47.6	162	3.4	46.8	29	5.6	47.5	191	3.8
Middle Atlantic	46.6	450	6.0	46.8	67	3.2	46.6	517	5.7
South Atlantic	47.1	328	5.5	47.0	51	4.0	47.1	379	5.3
East South Central	45.6	110	9.3	48.3	14	2.3	45.9	124	8.9
East North Central	46.7	407	5.1	45.8	48	6.9	46.6	455	5.3
West North Central	46.3	197	6.7	46.9	24	4.4	46.4	221	6.4
West South Central	47.2	210	5.4	47.3	20	3.9	47.2	230	5.2
Mountain	46.8	131	5.7	46.5	16	3.3	46.7	146	5.5
Pacific	46.5	418	5.1	45.6	68	5.7	46.4	486	5.2

Source: 1979 Survey of Dental Practice.

Table II-4. Time spent in secondary practices by independent dentists working the full year, 1979.

Hours and Weeks	Mean	Number	Standard Deviation
Weeks Worked per Year	39.3	206	14.4
Total Hours Worked per Week	11.6	218	6.7

Source: 1979 Survey of Dental Practice.

III. NUMBER OF PATIENTS, PATIENT VISITS AND PERCEIVED BUSYNESS

A. Patients of Record

The average number of patients of record on file in 1978 for solo dentists by type of ownership, age, type of practice and region is shown in table III-1. For all solo dentists, the median number of patients of record is 1,500. Incorporated dentists reported a higher figure (1,988) than did sole proprietor dentists (1,499). The highest median number of patients of record was reported by solo dentists between 50 and 54 years of age (2,002) while the lowest median value was reported by dentists under 30 years of age (602).

Solo general practitioners indicated a higher median number of patients of record (1,600) than specialists (500). Across regions, solo dentists in the West South Central and South Atlantic regions indicated the highest median number of patients of record (1,999) while the lowest was reported in the Middle Atlantic region (1,198).

The percentage distribution of solo dentists by the number of patients of record is shown in table III-2. An estimated 31.1% have less than 1,000 patients of record on file while 13.1% have 4,000 or more.

The average number of patients of record, as well as other selected practice characteristics, for practices with one to five dentists is shown in table III-3. The information describes an entire practice, individual characteristics about a single dentist are not useful for comparisons among group practices. Table III-3 is based upon dentists who practiced the full year. With a minor exception, the average number of patients of record increases with the number of dentists in the practice.

B. Patients Per Week

The average number of patients treated per week among solo dentists by type of ownership, dentist age, type of practice and region is shown in table III-4. The median number of patients per week for all solo dentists is 59.5. Incorporated solo dentists report a higher average number of patients per week (median = 70.4) than sole proprietor dentists. Dentists between the ages of 45 and 49 treat the most patients as indicated by both the median (69.7) and mean (76.4) number of patients. Dentists under 30 years of age reported the lowest figures.

Table III-1. Average number of patients of record among solo dentists by type of ownership, age, type of practice and region, 1978.

Characteristics	Number of Patients			
	Median	Mean	Number	Standard Deviation
All Dentists	1,500.1	2,144.0	1,467	3,228
Ownership				
Sole Proprietor	1,500.0	2,087.0	1,100	3,114
Incorporated	1,988.9	2,477.2	282	3,705
Age (years)				
Less than 30	602.5	891.4	40	760
30 - 34	1,000.4	1,349.2	237	1,096
35 - 39	1,499.2	1,788.1	241	1,409
40 - 44	1,997.9	2,277.4	201	1,972
45 - 49	2,000.7	2,791.0	188	3,248
50 - 54	2,002.2	2,620.9	152	2,758
55 - 59	1,998.1	3,117.2	178	5,146
60 or older	999.4	1,824.9	182	5,351
Type of Practice				
General Practitioners	1,600.0	2,239.0	1,286	3,176
Specialists	500.0	1,475.0	181	3,507
Region				
New England	1,400.0	1,688.1	113	1,668
Middle Atlantic	1,199.0	1,732.0	273	1,994
South Atlantic	1,999.6	2,494.0	203	2,601
East South Central	1,829.5	3,847.7	61	9,452
East North Central	1,559.4	2,106.8	222	2,417
West North Central	1,592.1	2,107.4	106	2,023
West South Central	2,000.0	2,730.0	129	4,979
Mountain	1,501.0	1,940.0	79	1,614
Pacific	1,400.1	1,911.0	274	2,487

Source: 1979 Survey of Dental Practice.

Table III-2. Percentage distribution of solo dentists by number of patients of record, 1978.

Patients of Record	%	Number
1 - 999	31.1	456
1,000 - 1,999	26.0	381
2,000 - 2,999	19.3	283
3,000 - 3,999	10.5	155
4,000 or more	13.1	192
TOTAL	100.0	1,467

Source: 1979 Survey of Dental Practice.

Table III-3. Selected practice characteristics of all independent dentists working the full year by number of dentists in the practice, 1978.

Practice Size	Median	Mean	Number	Standard Deviation
		Number of Patients of Record		
One dentist (solo)	1,500	2,136	1,438	3,217
Two dentists	2,500	3,085	324	2,596
Three dentists	3,002	5,096	103	10,075
Four dentists	3,538	5,271	37	4,896
Five dentists	9,968	9,931	15	7,034
		Number of Patients per Week		
One dentist (solo)	59.6	66.7	1,828	42.4
Two dentists	91.9	104.6	406	63.3
Three dentists	140.3	152.5	132	91.3
Four dentists	179.9	203.0	48	145.5
Five dentists	241.4	248.6	16	144.1
		Number of Visits per Week		
One dentist (solo)	74.5	81.0	1,833	49.2
Two dentists	120.2	130.4	409	76.5
Three dentists	178.4	192.7	130	114.4
Four dentists	229.8	253.2	49	156.6
Five dentists	252.9	327.7	16	281.2
		Number of Emergency Cases per Week (New Patients)		
One dentist (solo)	3.0	4.3	1,756	5.0
Two dentists	5.0	7.1	402	8.4
Three dentists	6.9	10.5	131	11.0
Four dentists	9.5	14.3	50	15.7
Five dentists	19.1	29.5	16	37.3

Table III-3 (continued)

Practice Size	Median	Mean	Number	Standard Deviation
	Number of Emergency Cases per Week (Patients of Record)			
One dentist (solo)	3.4	5.1	1,799	8.0
Two dentists	4.9	7.3	406	9.9
Three dentists	7.6	10.9	135	18.2
Four dentists	6.8	10.9	49	11.2
Five dentists	11.7	39.2	16	57.1
	Percentage of Patients Received on Referral Basis			
One dentist (solo)	4.9	15.2	1,806	25.6
Two dentists	5.1	18.0	403	27.9
Three dentists	4.8	15.8	131	26.8
Four dentists	9.7	23.8	50	33.0
Five dentists	5.2	17.1	17	26.1

Source: 1979 Survey of Dental Practice.

Table III-4. Average number of patients treated per week among solo dentists by type of ownership, age, type of practice and region, 1979.

Characteristics	Number of Patients Treated per Week			
	Median	Mean	Number	Standard Deviation
All Dentists	59.5	66.0	1,867	41.0
Ownership				
Sole Proprietor	54.9	61.7	1,387	36.8
Incorporated	70.4	83.4	360	47.9
Age (years)				
Less than 30	40.4	44.3	46	21.2
30 - 34	54.8	59.4	259	30.2
35 - 39	60.0	69.1	277	41.5
40 - 44	60.2	72.8	241	41.8
45 - 49	69.7	76.4	244	48.4
50 - 54	64.5	74.4	205	42.4
55 - 59	60.0	65.0	252	33.0
60 or older	48.2	51.9	281	30.2
Type of Practice				
General Practitioners	55.3	62.5	1,665	36.3
Specialists	79.7	95.1	202	61.2
Region				
New England	59.8	65.5	142	40.7
Middle Atlantic	59.8	65.2	358	34.2
South Atlantic	55.2	66.8	246	42.8
East South Central	60.4	67.5	75	31.8
East North Central	60.1	70.7	293	50.5
West North Central	60.0	69.8	127	40.5
West South Central	59.5	65.7	165	35.6
Mountain	54.2	67.2	99	58.9
Pacific	52.2	61.3	350	35.2

Source: 1979 Survey of Dental Practice.

Specialists reported the highest median number of patients per week (79.7) compared to GPs (55.3). Regionally, solo dentists from the East South Central region indicated the highest median number of patients per week (60.4) while the median number of patients in the Pacific region (52.2) was the lowest.

The percentage distribution of solo dentists by the number of patients per week is shown in table III-5. Approximately 32% of these dentists treat between 40 and 59 patients per week. Almost 25% treat between 60 and 79 patients per week.

Returning to table III-3, the average number of patients per week for the entire practice increases as the number of dentists in the practice increases. Practices with one dentist show a median of 59.6 patients per week, while practices with five dentists report a median of 241.4 patients per week.

C. Visits Per Week

Table III-6 presents the average number of visits per week among solo dentists by type of ownership, age, type of practice and region. The median number of visits per week for all solo dentists is 70.5. This average number of visits per week (70.5) exceeds the mean number of patients treated per week (59.5 from table III-4) by 18.5%. This difference exists whenever dentists schedule patients for more than one visit per week. Any procedure requiring multiple sittings might contribute to this difference.

Incorporated solo dentists seem to schedule greater numbers of visits per week than do sole proprietor dentists. Both mean and median figures illustrate this result. Dentists between 45 and 49 years of age report the highest median number of visits per week (88.0) while dentists under 30 years old reported the lowest median (45.4).

Between the types of practice, solo specialists reported the highest median number of visits per week (99.8). Across regions dentists in the East North Central parts of the U.S. indicated the highest median number of visits per week (79.6), while those in the Pacific region reported the lowest median number of visits per week (60.4).

Table III-7 shows the percentage distribution of solo dentists by the number of visits per week. Almost 60% of the solo dentists reported 40-79 visits per week. About 29% indicated they had 100 or more visits per week.

Table III-5. Percentage distribution of solo dentists by number of patients treated per week, 1979.

Patients Per Week	%	Number
1 - 39	17.3	323
40 - 59	32.4	606
60 - 79	24.6	460
80 - 99	9.4	175
100 - 119	8.1	151
120 or more	8.2	153
TOTAL	100.0	1,868

Source: 1979 Survey of Dental Practice.

Table III-6. Average number of patient visits per week among solo dentists by type of ownership, age, type of practice and region, 1979.

Characteristics	Number of Patient Visits			
	Median	Mean	Number	Standard Deviation
All Dentists	70.5	79.7	1,870	47.1
Ownership				
Sole Proprietor	65.4	73.3	1,388	40.4
Incorporated	99.7	105.7	359	57.6
Age (years)				
Less than 30	45.4	52.5	46	23.5
30 - 34	69.5	72.1	266	35.1
35 - 39	79.8	87.4	279	48.1
40 - 44	80.4	91.8	240	46.4
45 - 49	88.0	95.7	246	62.7
50 - 54	85.1	94.6	201	50.4
55 - 59	74.4	75.3	246	37.0
60 or older	50.2	55.9	279	34.4
Type of Practice				
General Practitioners	70.0	75.9	1,664	41.7
Specialists	99.8	110.3	206	70.8
Region				
New England	72.2	79.4	143	44.7
Middle Atlantic	69.8	73.5	355	42.2
South Atlantic	75.3	87.5	250	59.8
East South Central	76.4	80.3	72	44.9
East North Central	79.6	86.6	302	46.0
West North Central	75.4	84.4	123	44.5
West South Central	73.0	80.2	164	43.5
Mountain	69.5	80.9	99	66.0
Pacific	60.4	72.9	349	37.6

Source: 1979 Survey of Dental Practice.

Table III-7. Percentage distribution of solo dentists by number of visits per week, 1978.

Visits Per Week	%	Number
1 - 39	12.2	229
40 - 59	21.7	406
60 - 79	22.7	425
80 - 99	14.1	264
100 - 119	12.5	234
120 or more	16.7	313
TOTAL	100.0	1,871

Source: 1979 Survey of Dental Practice.

The mean number of visits per week for the entire practice increases as the number of dentists increases. Those practices with one dentist recorded a median of 74.5 visits per week, while practices with five dentists recorded a median of 252.9 patient visits per week (table III-3).

D. Emergency Cases Per Week

The average number of emergency cases per week among solo dentists by type of ownership, age, type of practice and region is shown in table III-8. For all solo dentists, the median number of new-patient emergency cases per week is 3.0. Incorporated dentists reported a higher median number of emergency cases per week (4.0) than did sole proprietor dentists (2.8), but recall that incorporated dentists see more patients (see table III-4). Dentists between 30 and 34 years of age indicated a higher median number of emergency cases (4.5) than did any other age group.

Solo specialists reported a low mean figure for emergency cases per week for new patients (3.1) but a higher median (5.0) than did general practitioners. This suggests that selected specialists treat a large number of emergency cases which increases the mean far beyond the median. Dentists in the East South Central region reported the highest median number of emergency cases (4.7), but dentists in the West South Central region reported the highest mean (5.8). The lowest figures were reported by dentists in the New England region (mean of 1.9) and the Middle Atlantic region (median of 3.5).

Again referring to table III-3, the average number of emergency cases per week for the entire practice for new patients increases as the number of dentists increases. Practices with one dentist reported a median of 3.0 emergency cases per week involving new patients, while practices with five dentists reported a median of 19.1 cases.

For all solo dentists the median number of emergency cases per week involving patients of record is 3.4 (see table III-8). Solo dentists in an incorporated practice indicated a higher median number of emergency cases for patients of record (4.1) than did dentists in an unincorporated practice (3.3). The median number of emergency cases per week for patients of record generally increases with the age of the dentists up to the 45 to 49 age group (4.6), then the median number decreases.

Table III-8. Average number of emergency cases per week among solo dentists working the full year by type of ownership, age, type of practice and region, 1978.

Characteristics	Emergency: New Patients Per Week				Emergency: Patients of Record Per Week			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
All Dentists	3.0	4.3	1,791	4.7	3.4	5.1	1,835	8.3
Ownership								
Sole Proprietor	2.8	4.1	1,341	4.7	3.3	4.8	1,363	7.7
Incorporated	4.0	4.8	336	4.8	4.1	5.9	355	10.5
Age (years)								
Less than 30	3.6	4.3	46	2.8	1.8	2.5	43	3.3
30 - 34	4.5	5.3	270	4.8	2.3	3.9	272	8.2
35 - 39	4.0	5.1	263	5.1	3.1	4.1	264	3.9
40 - 44	3.2	4.4	230	4.2	3.0	5.3	237	10.4
45 - 49	2.9	4.3	232	4.7	4.6	5.5	240	6.1
50 - 54	2.4	4.0	190	6.0	4.5	5.7	202	8.3
55 - 59	2.4	3.7	236	4.4	4.5	6.3	246	11.1
60 or older	1.8	3.0	259	3.8	3.2	5.6	265	9.1
Type of Practice								
General Practitioners	3.1	4.2	1,620	3.9	3.4	5.0	1,642	7.7
Specialists	1.7	5.0	171	9.4	2.8	5.6	193	12.2

Table III-8 (continued)

Region	Emergency: New Patients Per Week				Emergency: Patients of Record Per Week			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
New England	1.9	3.6	137	5.1	2.8	5.3	142	10.4
Middle Atlantic	2.2	3.5	333	4.6	3.7	5.4	343	10.0
South Atlantic	4.5	5.1	242	4.2	3.5	5.6	241	8.8
East South Central	4.7	5.5	74	4.8	4.6	7.2	75	13.7
East North Central	2.6	4.0	279	4.6	3.9	4.9	296	5.4
West North Central	3.5	4.0	126	3.7	3.8	5.0	126	7.0
West South Central	4.6	5.8	158	6.5	3.4	5.0	162	5.9
Mountain	4.0	4.7	98	4.3	2.7	4.2	97	4.7
Pacific	2.7	4.0	337	4.4	2.8	4.3	343	7.7

Source: 1979 Survey of Dental Practice.

Between types of practice for solo dentists, general practitioners indicated the highest median number of emergency cases per week for patients of record (3.4), but a lower mean (5.0) than did specialists. This pattern is identical to that of new patient emergencies. Solo dentists in the East South Central region reported the highest median number of emergency cases per week for patients of record (4.6). The lowest median number of emergency cases per week is reported by dentists in the Mountain region (2.7).

As shown in table III-3, the median number of emergency cases per week for patients of record increases as the number of dentists increases up to a practice with three dentists, shows a decrease with four dentist practices and increases again with practices of five dentists. The mean number of emergency cases per week involving patients of record consistently increases with the number of dentists in the practice.

E. Referral Patients

Table III-9 shows the average percentage of patients per year that solo dentists receive on a referral basis from another pratice, dentist, or physician by type of ownership, age, type of practice and region. The median percentage of referral patients for all solo dentists is 4.9%. Incorporated solo dentists reported a slightly higher median percentage of referral patients (5.5%) than did sole proprietor dentists (4.7%). The median percentage of referral patients for solo dentists decreases as age increases, with the exception of dentists 35-39 years of age who report the highest median percentage (7.2%).

Specialists reported a significantly higher percentage of referral patients (74.5%) than did general practitioners (4.6%). The highest percentage of referral patients is reported by solo dentists from the Pacific region (5.2%), and the lowest is reported from the West North Central region (3.2%). Notice that the mean exceeds the median in all instances except where specialists are treated separately. This is as expected since specialists receive many more referrals than general practitioners.

The median percentage of patients received on a referral basis does not show a consistent pattern as the number of dentists in the practice increases (see table III-3). The lowest median percentage is indicated by solo dentists (4.9%).

Table III-9. Average percentage of yearly patients received on a referral basis among solo dentists working the full year by type of ownership, age, type of practice and region, 1978.

Characteristics	Percent of Patients Referred			
	Median	Mean	Number	Standard Deviation
All Dentists	4.9	15.7	1,852	26.2
Ownership				
Sole Proprietor	4.7	12.4	1,369	22.8
Incorporated	5.5	24.7	363	32.4
Age (years)				
Less than 30	5.4	13.5	46	17.7
30 - 34	5.2	15.5	268	24.5
35 - 39	7.2	24.0	272	32.9
40 - 44	5.1	17.9	236	28.2
45 - 49	4.9	15.6	239	25.8
50 - 54	4.5	11.1	203	20.3
55 - 59	4.6	12.9	238	23.8
60 or older	2.9	12.6	286	24.9
Type of Practice				
General Practitioners	4.6	9.4	1,640	17.9
Specialists	74.5	63.8	213	30.4
Region				
New England	4.9	18.1	136	30.1
Middle Atlantic	4.8	16.1	359	27.0
South Atlantic	4.8	15.4	250	26.6
East South Central	4.9	17.9	73	27.5
East North Central	4.8	13.0	290	23.4
West North Central	3.2	12.4	129	23.5
West South Central	4.9	13.9	162	22.9
Mountain	5.1	17.1	98	27.8
Pacific	5.2	17.5	341	26.9

Source: 1979 Survey of Dental Practice.

F. Waiting Time for an Initial Appointment

The average waiting time for an initial appointment in a series for patients of record among solo dentists by type of ownership, age, type of practice and region is presented in table III-10. The median appointment waiting time among all solo dentists is 7.1 days. Patients of record wait similar lengths of time for solo dentists who are sole proprietors (7.2 days) and who are incorporated (7.0 days). The shortest median waiting period for a patient of record for an initial appointment, in terms of age, was reported by solo dentists under 30 years of age (4.0 days). Dentists between 50 and 54 years of age reported the longest waiting period (9.9 days).

Solo general practitioners reported a median of 7.2 days waiting time while for all solo specialists, the average waiting time is 6.8 days. Solo dentists in the East North Central region reported the longest waiting time for a patient of record for an initial appointment (median 13.5 days) which exceeds that of other regions by a large margin. The next closest figure is 7.5 days for dentists in the West North Central region.

Table III-11 presents selected scheduling characteristics according to the number of dentists in the practice. The shortest waiting period on average for a patient of record for an initial appointment in a series was reported by dentists working in a practice of four or more dentists (6.7 days) while dentists in a practice of three dentists indicated highest waiting time of 7.3 days.

G. Waiting Time in the Office for a Scheduled Appointment

The average waiting time (in minutes) in the office for a scheduled appointment for a patient of record to see a solo dentist by type of ownership, age, type of practice and region is shown in table III-12. For all solo dentists, the median waiting time was 8.4 minutes. Sole proprietor dentists reported a longer waiting time in the office (median 9.5 minutes) than did incorporated solo dentists (median 6.6 minutes). This is especially interesting in that the incorporated dentist treats more patients. Solo dentists who are under 30 years of age reported the longest waiting period (median 9.8 minutes) while dentists 55 years and older reported the shortest (median of 5.4 minutes).

Table III-10. Average waiting time for an initial appointment in a series for patients of record among solo dentists working the full year by type of ownership, age, type of practice and region, 1979.

Characteristics	Appointment Waiting Time (Days)			
	Median	Mean	Number	Standard Deviation
All Dentists	7.1	10.7	1,923	12.6
Ownership				
Sole Proprietor	7.2	11.1	1,422	13.1
Incorporated	7.0	10.3	370	11.8
Age (years)				
Less than 30	4.0	8.2	47	14.6
30 - 34	6.8	9.2	273	11.2
35 - 39	7.0	10.4	279	13.1
40 - 44	7.0	10.7	243	13.5
45 - 49	7.0	11.2	247	12.4
50 - 54	9.9	13.3	209	18.2
55 - 59	7.4	12.3	259	11.9
60 or older	7.2	9.7	297	7.9
Type of Practice				
General Practitioners	7.2	10.9	1,710	12.6
Specialists	6.8	9.7	214	12.8
Region				
New England	7.2	9.9	145	8.2
Middle Atlantic	7.0	9.7	362	9.4
South Atlantic	6.9	9.9	262	11.7
East South Central	6.9	13.6	75	15.2
East North Central	13.5	15.2	307	18.4
West North Central	7.5	12.2	133	13.7
West South Central	7.1	10.7	167	14.5
Mountain	6.6	9.8	98	12.6
Pacific	6.7	8.2	360	7.7

Source: 1979 Survey of Dental Practice.

Table III-11. Selected scheduling characteristics of independent dentists working the full year by number of dentists in the practice, 1979.

Number of Dentists	Median	Mean	Number	Standard Deviation
	Average Waiting Time for An Initial Appointment (In Days) for Patients of Record[a]			
One Dentist (solo)	7.1	10.7	1,968	13.2
Two Dentists	7.0	10.8	376	12.8
Three Dentists	7.3	10.4	122	9.2
Four or More Dentists	6.7	10.1	86	11.9
	Average Waiting Time for An Initial Appointment (In Days) for New Patients[a]			
One Dentist (solo)	6.5	9.0	1,849	11.8
Two Dentists	5.5	8.2	364	8.8
Three Dentists	5.7	7.9	117	8.4
Four or More Dentists	5.1	9.6	84	18.0
	Average Waiting Time in the Office (In Minutes) for Patients of Record			
One Dentist (solo)	8.2	9.0	1,968	9.6
Two Dentists	9.8	11.8	379	22.1
Three Dentists	10.1	12.8	121	14.0
Four or More Dentists	9.7	10.1	84	7.5

Source: 1979 Survey of Dental Practice.

[a]Emergency cases are excluded.

Table III-12. Average waiting time in the office for patients of record among solo dentists working the full year by type of ownership, age, type of practice and region, 1979.

Characteristics	Office Waiting Time (Minutes)			
	Median	Mean	Number	Standard Deviation
All Dentists	8.4	9.0	1,928	8.1
Ownership				
Sole Proprietor	9.5	9.0	1,422	8.3
Incorporated	6.6	8.7	377	7.3
Age (years)				
Less than 30	9.8	10.6	47	8.0
30 - 34	9.5	9.1	276	6.1
35 - 39	9.5	9.1	282	7.9
40 - 44	8.4	9.8	245	11.7
45 - 49	9.6	9.1	243	7.4
50 - 54	7.0	8.5	210	7.4
55 - 59	5.4	8.4	258	7.5
60 or older	5.4	8.4	298	8.2
Type of Practice				
General Practitioners	8.2	8.9	1,713	8.0
Specialists	9.6	9.7	215	9.2
Region				
New England	5.5	8.3	144	7.1
Middle Atlantic	8.1	9.7	363	9.7
South Atlantic	9.7	9.5	261	8.3
East South Central	9.6	8.5	76	5.6
East North Central	9.6	8.9	312	6.6
West North Central	9.7	10.5	130	12.8
West South Central	9.5	9.4	166	8.3
Mountain	5.4	7.3	100	5.6
Pacific	5.5	8.1	362	6.3

Source: 1979 Survey of Dental Practice.

Solo specialists reported the longest office waiting period (median 9.6 minutes), while general practitioners indicated a median waiting period of 8.2 minutes. Across regions, the shortest median waiting time for a patient of record was indicated by solo dentists in the Mountain region (5.4 minutes) while dentists in the South Atlantic and West North Central regions reported the longest waiting time (9.7 minutes).

According to the number of dentists in the practices (see table III-11), dentists working in practices with three dentists indicated the longest median waiting period in the office (10.1 minutes). Solo dentists indicated a waiting time of 8.2 minutes.

H. Waiting Time for a Non-Emergency Appointment for a New Patient

The average waiting time for a new patient for a non-emergency appointment among solo dentists by type of ownership, age, type of practice and region is shown in table III-13. For all solo dentists the average waiting time is 6.6 days for a new patient. Single sole proprietor dentists in an unincorporated practice reported a slightly longer waiting period (median 6.7 days) than did solo dentists in a sole proprietorship (median 6.7 days). Dentists under 30 years of age indicated the shortest waiting time (5.2 days) among all age groups.

Among both types of practice, solo specialists indicated the shortest waiting time (median of 6.3 days) for a new patient for a non-emergency appointment. General practitioners reported a slightly longer waiting period of 6.6 days. Solo dentists in the Mountain region reported the shortest median waiting time of 4.8 days for a new patient, while dentists in the East North Central region reported the longest waiting time of 7.5 days.

For practices with one dentist (see table III-11), the median waiting time is 6.9 days for a new patient for a non-emergency appointment. The shortest waiting time was reported by dentists working in a practice of four or more dentists (median 5.1 days).

The percentage distribution of all independent dentists by average waiting time and region for a new patient for a non-emergency appointment is presented in table III-14. For all dentists, 56% indicated a waiting time of three to 13 days. The South Atlantic region has the highest percentage of dentists indicating a waiting time of zero to two days (29.5%). On the other hand, 12.1% of the dentists from the East North Central region reported a wait of less than three days for a new patient.

Table III-13. Average waiting time for a new patient for a non-emergency appointment among solo dentists working the full year by type of ownership, age, type of practice and region, 1979.

Characteristics	Appointment Waiting (Days)			
	Median	Mean	Number	Standard Deviation
All Dentists	6.6	9.3	1,818	12.1
Ownership				
Sole Proprietor	6.7	9.5	1,335	12.4
Incorporated	6.6	9.5	355	12.5
Age (years)				
Less than 30	4.8	7.1	43	7.5
30 - 34	5.2	8.6	272	13.5
35 - 39	6.5	8.8	266	12.1
40 - 44	6.5	9.0	235	12.6
45 - 49	5.5	9.0	241	10.1
50 - 54	7.3	11.8	191	17.6
55 - 59	7.1	10.3	247	10.0
60 or older	6.7	8.2	262	7.6
Type of Practice				
General Practitioners	6.6	9.3	1,609	11.8
Specialists	6.3	9.0	209	13.9
Region				
New England	6.9	8.6	137	8.6
Middle Atlantic	6.7	8.3	347	7.6
South Atlantic	5.2	8.7	245	11.1
East South Central	7.0	12.8	78	16.2
East North Central	7.5	12.9	278	17.8
West North Central	6.8	8.6	121	7.6
West South Central	6.6	10.7	162	16.8
Mountain	4.8	8.5	95	13.3
Pacific	5.1	6.8	345	7.3

Source: 1979 Survey of Dental Practice.

Table III-14. Percentage distribution of independent dentists by average waiting time for a new patient for a non-emergency appointment in the practice by region, 1979.

Region	Waiting Time (Days) for New Patient Appointment						
	0-2 days	3-6 days	7-13 days	14-29 days	30 or more days	Total	
	%	%	%	%	%	%	Number
New England	20.1	25.2	37.1	15.4	2.3	100.0	175
Middle Atlantic	19.9	26.1	32.0	18.6	3.3	100.0	481
South Atlantic	29.5	26.7	21.9	17.5	4.3	100.0	345
East South Central	21.0	25.5	23.5	18.7	11.2	100.0	113
East North Central	12.1	27.0	30.3	24.7	5.9	100.0	404
West North Central	21.5	27.7	26.7	18.3	5.8	100.0	194
West South Central	22.8	29.3	25.0	15.8	7.1	100.0	216
Mountain	29.3	30.8	25.8	9.0	5.1	100.0	138
Pacific	26.5	33.3	26.8	12.3	1.1	100.0	450
All Dentists	22.1	28.2	28.1	17.3	4.4	100.0	2,517

Source: 1979 Survey of Dental Practice.

It is interesting to compare the results from appointment waiting time for patients of record and new patients. With only one exception (mean for West South Central), appointment waiting for new patients is less than for patients of record. Table III-12 presents a median waiting time for patients of record of 7.1 days, and table III-13 presents for new patients 6.6 days. Part of the difference is explained by the fact that dentists who do not accept new patients are not included in the figures for new patients but are included in the figures for patients of record. These dentists are more likely to have the longer appointment waiting times for patients of record.

I. Practice Busyness

All dentists were asked to indicate the level of their perceived practice busyness for 1978 by checking one of the following statements:

- Too busy to treat all people requesting appointments.
- Provided care to all who requested appointments, but felt overworked (too rushed, too many hours).
- Provided care to all who requested appointments and did not feel overworked.
- Not busy enough, would have liked more patients.

The survey results regarding practice busyness are presented in tables III-15 and III-16. Among all dentists 52% indicated that they treated all patients requesting appointments without being overworked (table III-15). The second highest response was "not busy enough, would have liked more patients" (25.1%). In addition, 14.6% answered that they treated everyone requesting care but felt overworked in doing so, and 8.4% were "too busy to treat all people requesting appointments."

The Pacific region has the highest percentage of dentists who indicated that they treated all patients requesting an appointment and did not feel overworked (55.6%). The East South Central and West South Central regions have the greatest proportion being too busy (15.9% and 12.3%, respectively), while the dentists in the Mountain region have the greatest percentage who feel they are not busy enough (32.1%) (table III-15).

Table III-15. Percentage distribution of independent dentists by perceived practice busyness and region, 1979.

Region	Too Busy %	Overworked %	Enough Patients %	Not Busy %	Total %	Total Number
New England	8.2	14.5	52.6	24.7	100.0	181
Middle Atlantic	7.4	20.4	52.4	19.8	100.0	487
South Atlantic	8.1	14.4	46.8	30.7	100.0	359
East South Central	15.9	16.9	38.3	28.8	100.0	116
East North Central	10.9	15.6	53.8	19.8	100.0	418
West North Central	6.4	15.2	54.1	24.4	100.0	202
West South Central	12.3	13.3	53.4	20.9	100.0	216
Mountain	9.9	7.1	50.8	32.1	100.0	142
Pacific	4.1	9.7	55.6	30.6	100.0	451
All Dentists	8.4	14.6	51.9	25.1	100.0	2,573

Table III-16. Percentage distribution of independent dentists according to perceived practice busyness by practice size, 1979.

Practice Size	Too Busy %	Overworked %	Enough Patients %	Not Busy %	Total %	Total Number
One Dentist	8.8	14.0	51.3	26.0	100.0	1,901
Two Dentists	7.1	16.4	55.7	20.8	100.0	367
Three Dentists	5.3	19.4	51.9	23.4	100.0	119
Four or More Dentists	7.6	14.1	62.0	16.3	100.0	83
All Dentists	8.3	14.6	52.3	24.8	100.0	2,471

Source: 1979 Survey of Dental Practice.

As shown in table III-16, of those solo dentists, 51.3% reported they treated all patients requesting an appointment and did not feel overworked. Combining the two busiest categories, over 23% of the respondents in a practice of three dentists fall into the busiest group. Over 80% of those respondents in a practice of four or more dentists reported that they have treated all patients requesting an appointment and did not feel overworked.

IV. UTILIZATION AND WAGES OF AUXILIARY PERSONNEL IN DENTAL PRACTICE

Dentists responding to the survey were asked to indicate certain characteristics concerning the auxiliary personnel they employ. This section of the report contains data about the number of auxiliaries employed and their weekly salaries. Information is also included concerning number of hygienists' patients per week. Throughout this section, full-time is considered to mean working at least 32 hours a week.

A. Number and Type of Auxiliaries

Table IV-1 presents the percentage distribution of solo dentists who employ specified numbers and types of practice auxiliaries. These data include both full-time and part-time positions. In order to obtain a meaningful interpretation of the data, each of five types of auxiliaries and all auxiliaries combined have been considered separately. Among solo dentists, 5.5% reported employing no type of personnel while 34.0% employ four or more auxiliary personnel. A small majority of the dentists employ one chairside assistant (54.9%) while 68.1% employ one secretary. Approximately, 39% of the solo dentists employ a hygienist on a full or part-time basis.

Table IV-2 presents the percent of solo dentists employing various auxiliaries by region, type of ownership and practice type. The West South Central and Mountain regions have the highest percentage of solo dentists who employ hygienists (55.4% and 54.6%, respectively). The percent of dentists employing hygienists ranged from 37.5% in the Middle Atlantic region to 55.4% in the West South Central region. A higher percentage of Mountain region solo dentists employ dental laboratory technicians (12.8%) than do dentists in any other region.

More than 75% of the dentists in each region employ a dental assistant on a full- or part-time basis. About 87% of the general practitioners employ assistants compared to 93% of all specialists. More incorporated solo dentists employed assistants (96.4%) compared to sole proprietor dentists (86.1%).

A greater percent of solo incorporated dentists reported their practice employs each of the types of personnel than do general practitioners who differ very little from those noted for all solo dentists. Few specialists employ hygienists (20.1%) while 16.0% employ dental laboratory technicians.

Table IV-1. Percentage distribution of solo dentists working the full year employing specified number and type of auxiliaries (full or part-time), 1978.

Number of Personnel	Hygienists %	Chairside Assistants %	Secretaries/ Receptionists %	Lab Technicians %	Bookkeepers/ Business Personnel %	All Types %	All Types Number
0	51.8	12.3	24.9	93.4	81.2	5.5	110
1	38.6	54.9	68.1	4.4	18.1	13.9	279
2	8.1	24.6	6.4	0.7	0.7	20.6	412
3	1.2	5.6	0.6	0.4	0.0	26.0	522
4 or more	0.3	2.6	0.0	0.0	0.0	34.0	681
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	2,004

Source: 1979 Survey of Dental Practice.

Table IV-2. Percent of solo dentists practicing the full year employing full or part-time personnel by region, type of ownership, and type of practice, 1978.

Region	Hygienist		Assistant		Secretary		Lab Technician		Bookkeeper	
	%	Number	%	Number	%	Number	%	Number	%	Number
Percent of New England Dentists (152)[a]	48.1	73	78.9	120	61.0	92	0.7	1	12.3	19
Percent of Middle Altantic Dentists (377)	37.5	141	76.7	288	59.0	222	3.4	13	15.0	56
Percent of South Atlantic Dentists (269)	52.8	142	93.5	251	77.8	209	6.9	18	18.8	50
Percent of East South Central Dentists (81)	49.8	40	92.8	75	75.6	61	4.9	4	16.5	13
Percent of East North Central Dentists (327)	50.3	164	83.0	270	73.5	239	6.0	20	23.0	75
Percent of West North Central Dentists (137)	45.3	62	93.7	138	87.6	121	9.7	13	22.3	31
Percent of West South Central Dentists (176)	55.4	97	94.4	166	86.1	151	8.7	15	14.2	25
Percent of Mountain Dentists (102)	54.6	56	90.4	92	84.0	86	12.8	13	24.4	25
Percent of Pacific Dentists (372)	50.0	186	94.7	352	85.9	319	8.7	32	21.9	81

Table IV-2 (continued)

Practice Type	Hygienist		Assistant		Secretary		Lab Technician		Bookkeeper	
	%	Number	%	Number	%	Number	%	Number	%	Number
Percent of Solo General Practitioners (1,780)	51.7	921	86.9	1,545	73.8	1,312	5.4	96	18.2	323
Percent of Solo Specialists (227)	20.1	46	93.3	212	85.5	194	16.0	36	24.0	55
Type of Ownership										
Percent of Sole Proprietor Dentists (1,475)	46.2	682	86.1	1,269	71.7	1,057	4.6	68	16.4	242
Percent of Solo Incorporated Dentists (379)	61.0	232	96.4	366	92.1	349	13.6	51	30.4	115
Percent of All Solo Dentists (2,007)	48.2	966	87.7	1,757	75.1	1,506	6.6	132	18.8	378

Source: 1979 Survey of Dental Practice.

[a]Numbers in parentheses ( ) represent the weighted number of dentists in each geographic area.

B. Auxiliary Salaries

Salary data are presented for both auxiliaries who work full-time and for auxiliaries who work full or part-time. The percentage distribution of full-time auxiliary average weekly salaries employed by solo dentists by region and by type of auxiliary is presented in table IV-3. The weighted number of respondents shown for each type of auxiliary represent only the number of full-time auxiliaries for whom salary information was reported and, therefore, do not necessarily reflect the total number of dentists who responded to this section.

Among dentists who reported auxiliary salaries, hygienists are paid, on average, the highest weekly salary ($270) compared to other types of auxiliaries. The distribution of average hygienist salaries ranged from a high of $321 per week in the Pacific region to a low of $227 per week in the Middle Atlantic and East South Central regions.

Full-time dental assistants were paid on average of $174 per week by all solo dentists. The Pacific region paid the highest ($223 per week), on average, while the dentists in the East South Central paid the lowest ($143 per week).

Over all solo dentists, secretaries were paid on average of $192 per week while lab technicians received $268 per week and bookkeepers received $205 per week.

Table IV-4 presents the average salary data for all full or part-time auxiliaries employed solo dentists across regions. Compared to table IV-3, the influence of the employment of part-time personnel on average salaries can be examined. Average weekly salaries for all auxiliary groups fall after including part-time personnel in the averages. It is also apparent that part-time auxiliary employment is a major means of staffing dental practices. After including part-time personnel, dental laboratory technicians are paid the highest mean weekly salaries of any full or part-time auxiliaries ($224). Those full or part-time hygienists who work in the West South Central region are paid a higher mean weekly salary, $227, than are those in any other region. Full or part-time chairside assistants who work in the Pacific region also are paid a higher mean weekly salary ($198) than are those in any other region.

Table IV-3. Average weekly salaries paid to full-time auxiliaries employed by solo dentists working the full year by region, 1978.

Region	Hygienist		Assistant		Secretary		Lab Technician		Bookkeeper	
	Mean	Number	Mean	Number	Mean	Number	Mean	Number	Mean	Number
New England	$228	27	$158	100	$162	59	*	1	*	2
Middle Atlantic	227	38	155	234	167	120	*	8	*	6
South Atlantic	245	55	160	248	172	146	$257	13	*	9
East South Central	227	30	143	79	152	44	*	2	*	5
East North Central	296	56	162	248	170	166	*	8	$197	11
West North Central	288	28	156	142	180	90	*	5	*	5
West South Central	310	34	177	176	194	114	*	7	*	6
Mountain	317	11	186	102	192	70	*	6	*	4
Pacific	321	30	223	328	252	234	317	10	248	10
All Solo Dentists	270	309	174	1,657	192	1,043	268	60	205	58

Source: 1979 Survey of Dental Practice.

*Too few observations were available.

Table IV-4. Average weekly salary paid to auxiliaries (full or part-time) employed by solo dentists working the full year by region, 1978.

Region	Hygienist		Assistant		Secretary		Lab Technician		Bookkeeper	
	Mean	Number	Mean	Number	Mean	Number	Mean	Number	Mean	Number
New England	$160	84	$140	137	$145	89	*	1	$115	12
Middle Atlantic	157	160	136	357	142	209	$188	11	89	39
South Atlantic	189	157	149	333	160	203	225	16	113	35
East South Central	186	51	146	105	153	55	*	4	134	12
East North Central	207	190	142	369	151	235	151	14	114	45
West North Central	196	62	144	176	160	114	*	9	112	15
West South Central	227	103	165	228	178	147	288	13	155	17
Mountain	177	59	177	124	182	85	255	12	97	14
Pacific	198	241	198	463	229	327	243	28	117	56
All Solo Dentists	191	1,107	158	2,292	173	1,463	224	107	113	244

Source: 1979 Survey of Dental Practice.

*Too few observations were available.

C. Dental Hygientists

Dentists were asked questions regarding the number of hygienists' patients and hygienists' hours worked weekly. Only those dentists who work in dental practices that employ hygienists and who reported hygienist patient information are included in the statistics of this section. Table IV-5 shows findings for selected characteristics of hygienists employed full-time by solo dentists. Full-time hygienists treat on average, 41.5 patients a week. In the East North Central region hygienists averaged the most patients per week (46.6), while hygienists in the East South Central region treated the fewest (36.1).

Full-time hygienists in practices with three or more dentists averaged more patients per week (47.6) than did dentists in other practice configurations. Salaries paid to full-time hygienists increased as the number of dentists in the practice increased.

Table IV-5. Selected findings for full-time hygienists employed by solo and independent dentists working the full year, 1978.

	Patients per Week	
	Mean	Number
Characteristics	41.5	312
Region[a]	Solo Dentists	
New England	44.2	28
Middle Atlantic	38.3	38
South Atlantic	42.8	56
East South Central	36.1	30
East North Central	46.6	56
West North Central	44.1	28
West South Central	39.3	34
Mountain	37.0	12
Pacific	37.4	29
Practice Size	Independent Dentists	
1 Dentist Practice	41.4	322
2 Dentists Practice	42.0	146
3 or More Dentists Practice	47.6	154
	Average Weekly Salaries	
Practice Size	Mean	Number
1 Dentist Practice	$272	320
2 Dentists Practice	272	142
3 or More Dentists Practice	306	155

[a]For solo dentists only.

Source: 1979 Survey of Dental Practice.

V. DENTAL PRACTICE EXPENSES

Independent dentists who worked the full year in 1978 were requested to provide data related to the expenses of operating their primary practice during 1978. For all solo dentists, average total expenses in 1978 were $63,532 (table V-1). Of this total, $19,618 was spent on salaries and $12,010 on commercial dental laboratory charges. These expenses combined represented almost one-half of total expenses. Specialists reported greater average expenses for each item and total ($74,892) than did general practitioners ($62,178) with the exception of interest on business indebtedness and commercial dental laboratory charges.

Across regions, average total practice expenses ranged from a low of $47,738 in the New England region to a high of $76,523 in the Pacific region. Solo dentists in the Pacific region reported the highest mean expense for business and property taxes, total salaries, legal and professional fees, commercial laboratory charges and professional expenses (table V-2). In contrast, dentists in the New England region reported the lowest mean expense for equipment depreciation costs, total salaries, employee benefits, legal and professional costs, commercial lab charges, general supplies, yearly rent and professional expenses. Across all regions, expenses for insurance, advertising, professional liability or drugs were relatively small.

When professional expenses are examined by type of ownership and age of solo dentists (tables V-3 and V-4), solo incorporated dentists have higher mean expenses than do sole proprietor dentists who work alone with the exception of yearly mortgage and interest on indebtedness. Practice expenses, in general, tend to increase as the age of solo dentists increase up to the 40-44 group. After this age group professional expenses start to decrease and are generally the lowest for those 60 years and older.

Total dental expenses increase as the size of dental practice increases. The only exceptions to this are expenses for interest on indebtedness and drugs which were the highest for 2-dentist practices (see table V-5).

Table V-1. Average dental practice expenses for solo dentists by type of practice, 1978.

Expenses	All Dentists Mean	General Practitioners Mean	Specialists Mean
Annual depreciation costs of dental and office equipment	$ 3,245	$ 3,165	$ 3,922
Taxes on business and business property	1,967	1,850	2,952
Repairs of dental equipment or office	736	731	779
Total salaries	19,618	19,009	24,727
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	2,659	2,277	5,866
Insurance related to dental office (liability, fire, etc.)	1,091	1,057	1,371
Legal and professional fees	923	831	1,694
Advertising	86	74	187
Professional liability (malpractice insurance)	444	414	695
Interest on business indebtedness (excluding mortgage)	1,189	1,205	1,057
Commercial dental laboratory charges	12,010	13,157	2,389
Drugs	292	278	407
General supplies (general office and dental)	5,806	5,508	8,306
Yearly rent	4,544	4,243	7,072
Yearly mortgage (including interest)	1,134	1,109	1,339
Utilities (telephone, electricity, etc.)	1,707	1,641	2,262
Professional expenses (travel to meetings, society dues, etc.)	1,507	1,364	2,704
Other	3,024	2,863	4,371
Bad debts	1,550	1,402	2,790
TOTAL	63,532	62,178	74,892

Source: 1979 Survey of Dental Practice.

Table V-2. Average dental practice expenses for solo dentists by region, 1978.

Expenses	New England Mean	Middle Atlantic Mean	South Atlantic Mean	East South Central Mean	East North Central Mean	West North Central Mean	West South Central Mean	Mountain Mean	Pacific Mean
Annual depreciation costs of dental and office equipment	$ 2,226	$ 2,421	$ 3,371	$ 3,575	$ 3,658	$ 3,429	$ 3,974	$ 4,168	$ 3,217
Taxes on business and business property	1,517	2,244	1,666	1,717	2,096	1,433	1,425	2,014	2,449
Repairs of dental equipment or office	1,649	633	526	461	50[illegible]	429	857	826	901
Total salaries	14,688	16,203	21,566	21,544	19,117	19,912	19,090	18,626	23,933
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	1,267	2,288	3,480	3,094	2,953	1,590	2,543	2,506	3,169
Insurance related to dental office (liability, fire, etc.)	583	1,106	978	860	1,333	732	980	1,241	1,320
Legal and professional fees	621	723	947	666	944	759	977	1,170	1,200
Advertising	34	85	63	12	71	129	23	69	170
Professional liability (malpractice insurance)	341	466	438	433	307	310	329	553	655
Interest on business indebtedness (excluding mortgage)	1,091	1,008	1,167	1,198	988	1,011	1,917	1,260	1,276
Commercial dental laboratory charges	8,203	11,372	10,566	10,171	12,548	10,670	10,933	12,493	15,767
Drugs	311	340	295	213	247	378	168	376	292
General supplies (general office and dental)	3,719	4,980	5,879	5,894	5,373	6,274	7,196	7,246	6,376
Yearly rent	3,507	3,522	4,449	3,810	4,540	4,246	4,158	5,322	6,151
Yearly mortgage (including interest)	801	1,143	1,257	2,142	1,001	1,542	1,623	717	873

Table V-2 (continued)

Expenses	New England Mean	Middle Atlantic Mean	South Atlantic Mean	East South Central Mean	East North Central Mean	West North Central Mean	West South Central Mean	Mountain Mean	Pacific Mean
Utilities (telephone, electricity, etc.)	$ 1,590	$ 1,868	$ 1,789	$ 1,948	$ 1,588	$ 1,455	$ 1,762	$ 1,506	$ 1,738
Professional expenses (travel to meetings, society dues, etc.)	1,060	1,172	1,603	1,744	1,575	1,532	1,521	1,622	1,781
Other	2,838	2,769	2,760	3,241	3,643	2,841	2,871	1,619	3,514
Bad debts	1,692	1,089	1,842	1,533	1,347	1,533	1,726	1,898	1,741
TOTAL	47,738	55,432	64,642	64,256	63,836	60,205	64,072	65,232	76,523

Source: 1979 Survey of Dental Practice.

Table V-3. Average dental practice expenses for solo dentists by type of ownership, 1978.

Expenses	Sole Proprietor Mean	Solo Incorporated Mean
Annual depreciation costs of dental and office equipment	$ 3,062	$ 3,950
Taxes on business and business property	1,663	3,134
Repairs of dental equipment or office	573	1,364
Total salaries	17,254	28,676
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	710	10,124
Insurance related to dental office (liability, fire, etc.)	912	1,778
Legal and professional fees	645	1,989
Advertising	66	163
Professional liability (malpractice insurance)	423	525
Interest on business indebtedness (excluding mortgage)	1,245	983
Commercial dental laboratory charges	11,132	15,349
Drugs	260	415
General supplies (general office and dental)	5,060	8,655
Yearly rent	3,939	6,871
Yearly mortgage (including interest)	1,220	808
Utilities (telephone, electricity, etc.)	[illegible]	2,164
Professional expenses (travel to meetings, society dues, etc.)	1,234	2,557
Other	2,245	6,018
Bad debts	1,429	2,012
TOTAL	54,661	97,538

Source: 1979 Survey of Dental Practice.

Table V-4. Average dental practice expenses for solo dentists by age, 1978.

Expenses	Less than 30 Mean	30-34 Mean	35-39 Mean	40-44 Mean	45-49 Mean	50-54 Mean	55-59 Mean	60 or Older Mean
Annual depreciation costs of dental and office equipment	$ 3,665	$ 5,183	$ 4,816	$ 3,754	$ 2,728	$ 2,461	$ 1,867	$ 1,538
Taxes on business and business property	870	1,510	2,547	2,333	2,221	2,249	1,653	1,505
Repairs of dental equipment or office	829	456	1,230	936	673	674	675	563
Total salaries	10,030	16,732	21,154	24,216	22,884	24,076	18,559	14,029
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	140	1,189	2,382	5,095	4,711	3,369	2,298	982
Insurance related to dental office (liability, fire, etc.)	560	823	1,174	1,286	1,425	1,164	1,278	755
Legal and professional fees	881	915	1,013	1,501	1,039	942	713	498
Advertising	15	103	130	130	62	76	65	52
Professional liability (malpractice insurance)	341	443	459	429	558	442	422	393
Interest on business indebtedness (excluding mortgage)	3,943	2,415	1,841	1,181	793	666	272	486
Commercial dental laboratory charges	7,113	11,494	11,759	14,093	14,440	13,706	11,857	8,795
Drugs	166	196	227	288	399	376	293	289
General supplies (general office and dental)	7,055	6,800	6,900	7,229	6,690	5,374	4,615	3,166
Yearly rent	3,398	4,859	5,562	5,281	5,239	4,381	3,824	3,025
Yearly mortgage (including interest)	2,911	1,948	1,716	1,200	806	857	583	378

Table V-4 (continued)

Expenses	Less than 30 Mean	30-34 Mean	35-39 Mean	40-44 Mean	45-49 Mean	50-54 Mean	55-59 Mean	60 or Older Mean
Utilities (telephone, electricity, etc.)	$ 1,602	$ 1,739	$ 1,923	$ 1,862	$ 1,761	$ 1,944	$ 1,626	$ 1,298
Professional expenses (travel to meetings, society dues, etc.)	913	1,155	1,720	1,849	1,818	1,685	1,423	1,246
Other	1,459	2,092	3,761	3,169	3,779	3,978	3,145	2,216
Bad debts	2,061	1,982	2,318	1,821	1,628	1,464	1,061	621
TOTAL	47,953	62,035	72,631	77,652	73,654	69,883	56,228	41,835

Source: 1979 Survey of Dental Practice.

Table V-5. Average dental practice expenses for independent dentists by practice size, 1978.

Expenses	1-Dentist Practice Mean	2-Dentists Practice Mean	3 or More Dentists Practice Mean
Annual depreciation costs of dental and office equipment	$ 3,235	$ 4,169	$ 5,741
Taxes on business and business property	2,010	2,813	4,669
Repairs of dental equipment or office	728	893	1,221
Total salaries	19,820	49,857	95,100
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	2,675	6,004	8,453
Insurance related to dental office (liability, fire, etc.)	1,085	1,612	2,656
Legal and professional fees	887	2,102	2,568
Advertising	76	170	201
Professional liability (malpractice insurance)	436	766	1,197
Interest on business indebtedness (excluding mortgage)	1,195	2,234	1,610
Commercial dental laboratory charges	12,382	17,120	27,634
Drugs	290	389	284
General supplies (general office and dental)	5,909	9,208	15,279
Yearly rent	4,484	7,574	14,796
Yearly mortgage (including interest)	1,148	1,420	1,710
Utilities (telephone, electricity, etc.)	1,688	2,457	3,421
Professional expenses (travel to meetings, society dues, etc.)	1,519	2,403	2,800
Other	3,052	4,779	9,386
Bad debts	1,570	3,333	4,516
TOTAL	$64,189	$119,301	$203,241

Source: 1979 Survey of Dental Practice.

VI. NET AND GROSS INCOMES FROM PRIMARY PRACTICES OF DENTISTS

A. Introduction

Two types of income generated from the private practice of dentistry are examined in this section of the report: (1) gross income and (2) net income. Gross income or receipts is the total of all fees and other payments derived from rendering services in a private dental practice on either a full-time or part-time basis. A dentist's net income is what remains after practice expenses (see section V) are deducted from gross income but before the payment of personal taxes. The gross and net income figures presented in this section are based on the income data reported by dentists who completed the income and expenses section of the survey but do not include dentists who worked less than the full year 1978.

Except for tables VI-6 to VI-8, all average income estimates are shown only for solo practitioners. Dentists in the survey were asked to report the total gross receipts for the entire practice. In the case of the solo practicing dentist who is also the single owner of the practice, average net and gross income data are presented in the same table since gross income of the solo dentist and gross income of the practice are essentially the same (tables VI-1 to VI-5). In the case of an independent dentist working in a nonsolo practice where there can be many owners, gross income attributable to the respondent dentist requires an arbitrary allocation of practice gross receipts. One such allocation is presented in table VI-6.

B. Income of Solo Dentists

Table VI-1 shows the average net and gross incomes of solo dentists. Average income is categorized by type of ownership, age, type of practice, region, number of operatories and number of auxiliaries. For all solo dentists the median net income is $42,000 and the median gross income is $100,000 representing a ratio of net to gross of 42%. Incorporated dentists reported a higher median net and gross income ($59,001 and $158,242, respectively) than did the unincorporated sole proprietor dentists ($39,000 and $89,446, respectively). The net to gross ratio of 44% for sole proprietors was higher than for solo incorporated dentists (37%). The median net income of solo dentists increases with the age of the dentist to the age category 45-49 and then decreases. The lowest median net income was reported by solo dentists less than 30 years of age ($25,000) followed by dentists more than 60 years of age ($32,000). A similar pattern by dentist age holds for gross income.

Table VI-1. Average practice gross and net income of solo dentists from primary practice by type of ownership, age, type of practice, region, number of operatories and number of auxiliaries, 1978.

	Net Primary Practice Income				Gross Primary Practice Income			
Dentists	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
Ownership								
Sole Proprietor	$39,000	$41,880	1,299	$21,638	$ 89,446	$ 94,285	1,312	$53,091
Incorporated	59,001	63,286	329	28,760	158,242	169,088	326	64,466
Practice Type								
General Practitioners	40,500	44,071	1,445	21,981	98,000	105,281	1,456	60,352
Specialists	59,993	63,020	184	36,406	129,044	139,853	184	74,716
All Solo Dentists	42,000	46,208	1,628	24,765	100,000	109,152	1,640	63,050
Age (years)								
Less than 30	25,000	23,980	29	15,135	67,500	68,635	28	33,587
30 - 34	34,996	36,360	235	20,989	86,682	94,155	239	47,192
35 - 39	44,117	49,097	242	29,029	110,000	124,067	242	64,427
40 - 44	48,000	51,686	211	23,188	117,657	126,830	212	58,796
45 - 49	52,001	56,650	219	23,853	119,701	129,821	220	61,411
50 - 54	50,733	57,035	177	25,731	116,831	128,616	181	64,285
55 - 59	45,001	46,372	228	21,871	97,003	101,327	227	49,013
60 or older	32,600	34,989	237	18,502	65,511	77,428	241	75,609

Table VI-1 (continued)

Region	Net Primary Practice Income				Gross Primary Practice Income			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
New England	$35,296	$37,850	118	$20,007	$ 77,000	$ 81,765	115	$37,480
Middle Atlantic	39,998	42,764	307	22,186	84,000	92,394	315	51,669
South Atlantic	46,000	47,837	209	24,217	105,005	113,753	212	58,849
East South Central	35,734	46,251	62	27,950	94,954	108,478	62	66,693
East North Central	46,000	50,653	268	30,684	100,000	116,573	274	85,711
West North Central	41,999	45,405	114	23,896	99,018	108,947	112	56,766
West South Central	45,000	48,134	148	24,958	108,996	114,983	147	58,071
Mountain	42,297	48,159	93	22,793	98,301	113,840	93	52,307
Pacific	45,003	46,634	304	22,629	115,900	123,275	304	61,300
Number of Operatories								
1 Operatory	30,006	32,981	160	22,555	57,000	66,239	164	45,416
2 Operatories	36,728	40,014	692	21,001	79,987	88,368	703	55,953
3 Operatories	49,997	52,395	586	23,446	120,001	128,164	583	48,467
4 Operatories	59,008	60,281	123	26,548	156,000	159,022	121	53,714
5 or more Operatories	74,979	74,838	44	34,358	222,952	225,014	44	99,988

Table VI-1 (continued)

Number of Auxiliaries	Net Primary Practice Income				Gross Primary Practice Income			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
0 Auxiliaries	$22,705	$25,854	75	$20,517	$ 35,537	$ 45,127	77	$42,189
1 Auxiliary	30,000	30,937	221	13,972	59 000	60,503	226	23,498
2 Auxiliaries	36,000	38,877	331	18,556	78,001	82,190	338	31,407
3 Auxiliaries	45,500	47,169	442	20,282	107,998	112,408	440	58,361
4 Auxiliaries	50,005	54,201	272	25,203	127,996	133,906	269	47,490
5 Auxiliaries	58,000	60,518	149	25,714	140,013	152,821	152	53,282
6 Auxiliaries	54,015	62,049	64	24,679	163,978	171,164	64	60,884
7 or more Auxiliaries	69,005	71,941	66	40,511	199,920	207,916	66	101,332

Source: 1979 Survey of Dental Practice.

Solo general practitioners reported a median net income of $40,500 and a median gross income of $98,000. Solo specialists reported a median net income of $59,993 and a median gross income of $129,044.

Across regions, dentists in the East North Central and South Atlantic regions reported the highest median net income of any region ($46,000) while New England dentists reported the lowest ($35,296). Those in the Pacific region reported the highest median gross income ($115,900) while those in New England reported the lowest ($77,000).

Both net and gross incomes increase with the number of operatories in solo dental practices. The median net and gross incomes for a dentist with five or more operatories are $74,979 and $222,952 respectively. In addition, as the number of auxiliaries employed by solo dentists increases (both full and part-time), the median gross and net income increases. Dentists practicing with seven or more auxiliaries reported a median gross income of $199,920 and a median net income of $69,005.

The average income of solo dentists with selected combinations of operatories and auxiliaries is presented in table VI-2. The median net income of solo dentists with one operatory and no auxiliaries is $21,988. The median net incomes of solo dentists with two operatories range between $25,050 and $49,918, increasing with the number of auxiliaries. For dentists with three operatories, the median net incomes range between $45,029 for dentists having one assistant and $50,156 for dentists having two assistants and one secretary. The median net income range for solo dentists with four operatories falls between $49,937 (for those having up to three auxiliaries) and $60,010 (for those with four or more auxiliaries). The highest median net income, $79,500 was reported by dentists with five or more operatories and zero to five auxiliaries.

Among solo general practitioners, 16.2% reported net incomes between $45,000 and $54,999, while 3.8% indicated a net income of less than $10,000 (table VI-3). Fewer than 10% of specialists reported net incomes of less than $20,000. Approximately 71% of the specialists reported net incomes over $45,000.

Table VI-4 contains the percentage distribution of solo dentists by income and number of operatories. For dentists reporting the lowest incomes (less than $10,000) 87% had one or two operatories. Among all dentists reporting the highest net income ($65,000 or more), 90% had one to four operatories in the primary practice. Net income and number of operatories appear to be positively correlated.

Table VI-2. Average gross and net income of solo dentists from primary practice by various combinations of operatories and auxiliaries[a], 1978.

Number of Operatories and Auxiliaries	Net Income				Gross Income			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
1 Operatory, 0 Auxiliaries	$21,988	$23,937	43	$14,971	$ 34,947	$ 39,034	43	$19,921
1 Operatory, 1 Assistant	29,996	29,674	38	16,853	51,877	54,756	38	22,158
2 Operatories, 0 Auxiliaries	25,050	26,809	27	18,209	40,366	45,151	29	41,324
2 Operatories 1 Assistant	30,003	29,978	99	12,451	59,991	61,890	102	22,495
2 Operatories 1 Assistant, 1 Secretary	36,000	38,279	143	18,688	80,000	82,880	145	29,942
2 Operatories, 2 Assistants	41,453	47,732	16	27,036	74,777	79,332	18	35,060
2 Operatories, 2 Assistants, 1 Secretary	49,918	47,062	40	20,177	102,014	100,476	39	31,871
3 Operatories, 1 Assistant	37,921	36,158	13	15,507	68,406	71,408	13	25,498
3 Operatories 1 Assistant, 1 Secretary	45,029	45,662	47	17,886	92,777	99,101	47	32,569
3 Operatories, 2 Assistants	44,176	47,970	27	22,911	107,924	110,581	28	36,455
3 Operatories, 2 Assistants, 1 Secretary	50,156	52,158	20	23,226	117,104	118,404	20	30,347

Table VI-2 (continued)

Number of Operatories and Auxiliaries	Net Income				Gross Income			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
3 Operatories, 1 Assistant, 1 Hygienist, 1 Secretary	$47,998	$50,197	150	$17,184	$121,383	$126,036	146	$36,534
3 Operatories, 1 Hygienist, 2 Assistants, 1 Secretary	51,329	53,122	66	21,500	134,347	141,256	66	40,942
4 Operatories, 0-3 Auxiliaries	49,937	51,232	28	23,667	110,300	116,309	27	42,654
4 Operatories, 4 or more Auxiliaries	60,010	62,104	94	26,092	169,964	169,848	93	48,903
5 or more Operatories, 0-5 Auxiliaries	79,500	68,701	20	38,530	175,020	180,314	20	69,821
5 or more Operatories, 6 or more Auxiliaries	74,095	79,950	24	30,346	242,709	262,244	24	107,145

Source: 1979 Survey of Dental Practice.

[a]All combinations are not included.

Table VI-3. Percentage distribution of solo dentists by net primary practice income and type of practice, 1978.

Net Primary Practice Income	General Practitioners		Specialists	
	%	Number	%	Number
Less than $10,000	3.8	55	3.5	6
$10,000 - $14,999	2.3	34	2.1	4
$15,000 - $19,999	3.8	55	1.7	3
$20,000 - $24,999	6.2	90	4.0	7
$25,000 - $29,999	7.0	102	2.1	4
$30,000 - $34,999	11.5	166	4.3	8
$35,000 - $39,999	11.7	169	5.3	10
$40,000 - $44,999	9.7	140	6.1	11
$45,000 - $54,999	16.2	233	16.0	29
$55,000 - $64,999	12.9	187	12.8	24
$65,000 or more	14.9	215	42.0	77
TOTAL	100.0	1,445	100.0	184

Source: 1979 Survey of Dental Practice.

Table VI-4. Percentage distribution of solo dentists by net primary practice income and number of operatories, 1978.

Net Primary Practice Income	One Operatory	Two Operatories	Three Operatories	Four Operatories	Five or More Operatories	TOTAL	
	%	%	%	%	%	%	Number
Less than $10,000	38.3	48.3	10.0	3.4	0.0	100.0	60
$10,000 - $14,999	33.3	58.3	8.3	0.0	0.0	100.0	36
$15,000 - $19,999	20.4	64.8	14.8	0.0	0.0	100.0	54
$20,000 - $24,999	15.8	56.8	21.1	4.2	2.1	100.0	95
$25,000 - $29,999	12.6	61.2	18.4	5.8	1.9	100.0	103
$30,000 - $34,999	12.1	56.6	25.4	3.5	2.3	100.0	173
$35,000 - $39,999	6.8	50.8	40.1	1.7	0.6	100.0	177
$40,000 - $44,999	9.3	42.7	38.0	9.3	0.7	100.0	150
$45,000 - $54,999	5.3	37.3	47.1	8.7	1.5	100.0	263
$55,000 - $64,999	7.2	33.3	49.8	8.7	1.0	100.0	207
$65,000 or more	3.8	24.4	45.6	16.4	9.8	100.0	287
TOTAL	10.0	43.1	36.5	7.7	2.7	100.0	1,605

Source: 1979 Survey of Dental Practice.

Table VI-5 presents the average number of visits per week for all solo dentists according to the level of gross income. For a solo dentist, the median number of visits per week increases with the level of gross income from 34.8 visits for dentists with gross incomes of under $40,000, to 120.2 visits for dentists with gross incomes of at least $100,000.

C. Income of the Independent Dental Practice According to Ownership Status

The average incomes of independent dental practices in different practice configurations and cost-sharing characteristics are shown in table VI-6. Practices with salaried dentists (non-owners) were excluded from this analysis.

Among sole proprietor practices with one dentist, those who do not share costs with any other practice or business reported both higher median net ($39,000) and gross ($89,447) incomes than did those solo practices who share costs. Incorporated practices with one dentist that do not share costs also have a higher median net income ($59,994) but a lower gross income ($157,404) than did those that share costs with another practice or business. An incorporated practice with two owners who do not share costs with another practice or business also reported higher estimated median net incomes ($107,985) than the estimated net incomes for similar practices that do share costs ($90,085).

D. Partnerships

Incomes reported by dentists in partnerships were reported for the entire practice. Table VI-7 presents selected income characteristics of all partnerships. Of those dentists in a partnership, 87.9% indicated that they have equipment and personnel financed by members of the partnership and do not share costs with any other practice or business. A large majority (78.3) of the practices that are partnerships have two dentists who are partners and the median percent of the partnership that each dentist owns is 49.8%. For two-dentist partnerships, a median gross income of $349,213 was reported.

Table VI-5. Average number of visits per week for solo dentists by gross primary practice income, 1978.

Gross Primary Practice Income	Visits per Week			
	Median	Mean	Number	Standard Deviation
Less than $40,000	34.8	35.5	101	18.6
$40,000 - $59,999	50.0	52.8	172	20.8
$60,000 - $79,999	60.1	63.1	254	25.3
$80,000 - $99,999	65.5	70.8	232	29.1
$100,000 - $119,999	75.4	85.0	233	52.8
$120,000 - $139,999	85.4	90.8	199	31.1
$140,000 - $159,999	99.5	103.8	115	58.6
$160,000 - $179,999	100.1	105.5	75	39.9
$180,000 - $199,999	112.2	113.6	48	43.0
$200,000 or more	120.2	132.7	123	68.2
All Dentists	70.3	78.9	1,919	47.0

Source: 1979 Survey of Dental Practice.

Table VI-6. Average gross and net income of independent dental practice by type of practice configuration and cost sharing characteristics, 1978.

Type of Practice	Net Primary Practice Income				Gross Primary Practice Income			
	Median	Mean	Number	Standard Deviation	Median	Mean	Number	Standard Deviation
Sole Proprietor No Cost Sharing	$39,000	$41,596	1,199	$21,564	$89,447	$93,064	1,210	$46,279
Sole Proprietor With Cost Sharing	39,996	45,568	88	22,711	88,005	99,661	89	47,341
Solo Incorporated, No Cost Sharing	59,994	63,426	302	28,910	157,404	168,514	304	63,142
Solo Incorporated, With Cost Sharing	50,087	58,034	17	23,725	169,921	170,074	17	71,578
Two Dentist Partnership, No Cost Sharing	80,050	89,415	42	34,468	189,292	193,808	44	65,750
Two Shareholders,[a] Incorporated, No Cost Sharing	107,985	121,900	69	53,708	285,044	304,852	72	111,764
Two Shareholders,[a] Incorporated, With Cost Sharing	90,085	116,471	15	73,499	238,207	311,271	16	165,076

Source: 1979 Survey of Dental Practice.

[a]An estimate of the net income for the entire incorporated practice was derived by using the individual net income information and the dentist's ownership share of the practice; i.e., net income for entire incorporated practice =

$$\frac{\text{individual shareholder's net income}}{\text{percentage owned}/100}$$

Table VI-7. Selected income characteristics of all partnerships, 1978.

Practice Characterisitics	
Cost Sharing:	
No costs are shared	87.9%
Some or all costs are shared	12.1%
Number of Partners:	
Two partners	78.3%
Three partners	14.2%
Four or more partners	7.5%
Percent Ownership:	
Median percentage owned per dentist	49.8%
Mean percentage owned per dentist	45.6%
If a Partnership Has Two Partners (All Owners):	
Median gross income of practice	$199,987
Median percentage one dentist owns	50.0%
If a Partnership Has Three Partners:	
Median gross income of practice	$349,213
Median percentage one dentist owns	32.6%

Source: 1979 Survey of Dental Practice.

E. Incorporated Practices

Table VI-8 presents selected income characteristics of incorporated practices. Irrespective of the number of dentists in the incorporated practice, few share costs with any other practice or business. Incorporated practices with one dentist as owner account for 74.9% of all incorporated practices; 17.6% have two dentists; 3.5% have three, and 4.0% have four or more dentists as owners.

For an incorporated practice with one owner, the median net income of that dentist is $59,000 while the median gross income for the practice is $164,004. For incorporated practices with two owners, dentists reported a median net income of $55,959 while the gross income for the entire practice is $285,040. It must be noted that the number of owners of a practice does not always indicate the total number of dentists in the practice since additional non-owner dentists may also be employed in the practice.

Table VI-8. Selected income characteristics of all incorporated practices, 1978.

Practice Characterisitics	
Cost Sharing:	
No costs are shared	87.6%
Some or all costs are shared	12.4%
Number of Shareholders:	
One shareholder	74.9%
Two shareholders	17.6%
Three shareholders	3.5%
Four or more shareholders	4.0%
Percent Ownership:	
Median percentage owned	99.8%
Mean percentage owned	86.5%
If a Corporation Has One Shareholder:	
Median net income of shareholder	$59,000
Median gross income of entire practice	$164,004
If a Corporation Has Two Shareholders:	
Median net income of shareholder	$55,959
Median gross income of entire practice	$285,040
If a Corporation Has Three Shareholders:	
Median net income of shareholder	$62,276
Median gross income of entire practice	$529,977

Source: 1979 Survey of Dental Practice.

VII. TOTAL NET INCOME FROM DENTISTRY

A. Introduction

The Survey of Dental Practice focuses on dentists whose primary activity is the private practice of dentistry. The previous section of this report contained data on average net income from primary practice reported by solo dentists. In addition to reporting net income from primary practice (i.e. gross income minus primary practice expenses), dentists were asked to report income from all other dentistry related sources for the tax year, 1978. The average "total" net income for all dentists and all independent dentists are reported in this section. All dentists include those who worked the full year or part of the year, 1978. The dentists who worked only part of the year include, for example, recent dental graduates, recently retired dentists, or dentists who moved from the military into private practice during the year. Income from all dentistry related sources include private practice (incorporated and unincorporated), faculty salaries, military pay and other dental occupations such as hospitals and clinics. As expected, the major source of income for the dentists in the survey was a primary private practice (about 99% of income). Other dentistry related sources represent a very small fraction of total net income from dentistry.

B. Average Total Net Income from Dentistry

The average total net income from dentistry for all dentists by state regardless of the amount of time worked during 1978 is shown in table VII-1. Among the averages reported, the highest total median income was reported by those dentists in Louisiana ($50,054) while dentists in Rhode Island reported the lowest total median income, $24,631 (see the footnote to table VII-1). Mean total income from dentistry ranged from a low of $28,070 in Rhode Island to a high of $60,896 in Michigan.

The average total net income from dentistry for all independent dentists working the full year (1978) by state is presented in table VII-2. This group of dentists include those who worked the full year as sole proprietors, partners, or as incorporated shareholders. Those dentists who were salaried or who did not practice dentistry for the full year were excluded from the analysis presented in table VII-2. Among the reported averages, the highest median income was in Louisiana, $54,640 while the lowest was in Rhode Island, $22,421. The highest mean income was reported for Michigan ($61,701) and the lowest was for Rhode Island ($28,158).

Table VII-3 shows average total net income from dentistry for all dentists by region. Median income of all dentists in the West South Central was the highest, $48,020, while New England dentists reported the lowest median income, $37,998. The highest mean income among dentists was in the East North Central, $54,017, and the lowest mean income, $40,605, was from New England dentists.

Total net income from dentistry for all independent dentists by region is presented in table VII-4. The highest median income occurred among West South Central dentists, $47,994, while the lowest median income was again reported by New England dentists, $36,492. East North Central dentists reported the highest mean income, $52,224 and New England dentists the lowest mean income.

Average total mean distribution by age among all dentists surveyed is shown in table VII-5. Dentists between 50 and 54 years of age reported a higher median income, $54,991 than did any other age group. Dentists less than 30 years of age indicated a median income of $17,988, the lowest among all age groups. The average income for dentists under 30 may be lower than it would otherwise be since this age group includes dentists who did not work the full year in dentistry and/or did not work as an independent dentist. The distribution of total net income by age for only independent dentists working the full year 1978 is shown in table VII-6. The highest median income for this group of dentists occurs in the age interval of 50-54 years and is about the same average income as for all dentists. The median total net income of independent dentists working all of 1978 is $24,165 compared to $17,988 for all dentists in the same age group.

Table VII-7 provides mean and median total net income for all independent dentists who worked the full year by type of practice. For all dentists, the mean total net income from dentistry was $48,363 and exceeded the median income figure ($44,619) by about 8.4%. The average income for GPs was lower than that reported by specialists. The median specialist total net income from all dental sources ($60,000) exceeded the median income of GPs ($42,000) by almost 43%. Among specialists, orthodontists in the sample reported the highest net income (median = $62,015 and mean = $72,392) while the lowest average incomes were reported by pedodontists (median = $48,120 and mean = $51,199).*

*The reader is cautioned that the sampling procedure used in this survey included an oversampling of specialists as a group, individual categories of specialists were not oversampled.

The percent distribution of general practitioners and specialists by total net income is shown in table VII-8. Among all independent GPs, the largest percent (17.7%) reported incomes of $45,000-$54,999. Approximately 47% of the GPs reported total net income from dentistry of $45,000 or greater. The most frequently reported income by specialists was $65,000 or greater and was reported by 44.3% of the specialists. Among all independent dentists, almost 20% reported net income of $65,000 or more --- the most frequently reported income category. Fifty percent of the dentists reported income of $45,000 or more.

The percentage distribution of independent dentists by total net income from all dentistry related sources and by type of practice ownership is presented in table VII-9. The distributions in table VII-9 appear different.* For example, 10% of the sole proprietor dentists, about 1% of dentists in partnerships and 3% of shareholder dentists in incorporated practices had total net incomes of less than $20,000. For the same groups, 14% in sole proprietorship practices, 16% in partnerships and 38% who were shareholders reported total net income of $65,000 or more.

*Some caution must be exercised due to the difference in number of respondents among the three ownership types.

Table VII-1. Average total net income from dentistry for all dentists by state, 1978.

State	Median	Mean	Number	Standard Deviation
Alabama	$49,761	$58,187	25	$29,138
Alaska	*	*	4	*
Arizona	42,056	49,965	28	27,984
Arkansas	40,094	50,124	18	34,114
California	43,002	46,596	302	27,108
Colorado	42,562	48,585	44	25,691
Connecticut	49,868	46,368	44	24,089
Delaware	*	*	3	*
District of Columbia	*	*	4	*
Florida	42,000	44,924	95	21,523
Georgia	43,010	47,159	29	22,685
Hawaii	*	*	9	*
Idaho	41,460	58,204	13	73,775
Illinois	45,978	48,753	90	27,827
Indiana	41,905	53,543	38	47,506
Iowa	49,972	51,587	31	28,755
Kansas	39,800	48,363	23	30,311
Kentucky	34,947	37,658	30	23,026
Louisiana	50,054	51,063	39	29,671
Maine	40,025	42,122	12	25,740
Maryland	45,052	47,856	46	25,957
Massachusetts	35,989	39,138	74	21,224
Michigan	50,006	60,896	119	40,766
Minnesota	39,995	41,797	46	18,765
Mississippi	27,710	31,492	13	23,288
Missouri	39,997	40,494	46	24,422
Montana	*	*	7	*
Nebraska	29,728	34,416	17	22,198
Nevada	*	*	2	*
New Hampshire	30,421	29,937	10	15,461
New Jersey	42,055	45,421	90	23,866
New Mexico	*	*	6	*
New York	39,999	43,109	240	22,735
North Carolina	50,017	50,287	46	23,021
North Dakota	*	*	7	*
Ohio	40,004	46,608	106	30,646
Oklahoma	47,001	44,986	28	21,541
Oregon	42,210	43,705	37	25,884
Pennsylvania	42,055	45,230	109	23,078
Rhode Island	24,631	28,070	12	17,075

Table VII-1 (continued)

State	Median	Mean	Number	Standard Deviation
South Carolina	$48,939	$46,049	25	29,515
South Dakota	*	*	8	*
Tennessee	36,010	53,759	35	46,741
Texas	47,989	50,575	117	24,484
Utah	34,158	34,651	14	19,678
Vermont	*	*	1	*
Virginia	42,481	46,684	53	24,144
Washington	40,017	41,762	57	23,655
West Virginia	37,971	32,653	13	23,366
Wisconsin	43,941	48,150	50	23,746
Wyoming	*	*	6	

Source: 1979 Survey of Dental Practice.

*The sample of dentists included in the 1979 Survey of Dental Practice is a national sample from the U.S. population of dentists. Since state populations of dentists were not individually sampled some states, and other subnational categories, denoted by an asterisk (*) had too few respondents for statistical analyses. Low numbers of respondents in some states reduces the confidence that the calculated statistics are reliable estimates of dentist average income. Income figures are not reported for states or other categories having fewer than ten responses.

Table VII-2. Average total net income from dentistry for all independent dentists working the full year by state, 1978.

State	Median	Mean	Number	Standard Deviation
Alabama	$49,761	$58,187	25	$29,138
Alaska	*	*	4	*
Arizona	41,704	49,531	27	28,524
Arkansas	40,094	50,124	18	34,114
California	44,000	48,058	282	27,002
Colorado	44,963	49,272	42	26,197
Connecticut	49,914	47,396	40	24,439
District of Columbia	*	*	3	*
Delaware	*	*	3	*
Florida	45,587	46,395	90	21,175
Georgia	44,952	49,101	25	22,848
Hawaii	*	*	8	*
Iowa	54,629	53,903	29	28,873
Idaho	41,460	58,204	13	73,775
Illinois	47,897	51,368	81	27,255
Indiana	42,013	55,508	32	47,768
Kansas	49,804	50,790	22	29,071
Kentucky	35,122	40,584	27	22,112
Louisiana	54,640	54,100	36	29,193
Massachusetts	36,000	39,921	67	22,082
Maryland	47,063	52,025	41	24,428
Maine	40,025	42,122	12	25,740
Michigan	53,997	61,701	104	36,523
Minnesota	40,005	43,418	44	17,758
Missouri	41,992	43,184	41	24,130
Mississippi	30,118	39,830	10	21,204
Montana	*	*	9	*
Nebraska	37,728	38,317	14	21,496
North Carolina	50,041	50,946	45	22,948
North Dakota	*	*	6	*
New Hampshire	30,421	29,937	10	15,461
New Jersey	44,926	46,434	79	24,751
New Mexico	*	*	5	*
Nevada	*	*	2	*
New York	40,002	44,667	220	22,212
Ohio	40,012	48,428	101	30,170
Oklahoma	47,900	46,380	27	20,897
Oregon	44,807	45,946	34	25,412
Pennsylvania	44,056	46,815	96	23,540
Rhode Island	22,421	28,158	11	17,464

Table VII-2 (continued)

State	Median	Mean	Number	Standard Deviation
South Carolina	$48,939	$46,168	22	30,496
South Dakota	*	*	7	*
Tennessee	44,910	56,739	31	48,338
Texas	47,999	50,649	112	24,585
Utah	34,158	34,651	14	19,678
Virginia	43,066	49,525	48	22,994
Vermont	*	*	1	*
Washington	40,953	43,686	54	22,912
Wisconsin	44,925	50,562	42	23,164
West Virginia	43,601	39,232	10	20,530
Wyoming	*	*	6	*

Source: 1979 Survey of Dental Practice.

*See note, Table VII-1.

Table VII-3. Average total net income from dentistry for all dentists by region, 1978.

Region	Median	Mean	Number	Standard Deviation
New England	$36,492	$40,011	153	$22,186
Middle Atlantic	41,152	44,230	439	22,972
South Atlantic	45,000	46,270	322	24,086
East South Central	35,723	47,245	105	34,983
East North Central	45,006	52,224	401	34,909
West North Central	40,000	44,427	178	27,921
West South Central	47,994	49,849	202	26,023
Mountain	41,483	46,570	124	32,441
Pacific	43,002	45,780	407	26,289
TOTAL	42,000	46,747	2,341	28,053

Source: 1979 Survey of Dental Practice.

Table VII-4. Average total net income from dentistry for all independent dentists working the full year by region, 1978.

Region	Median	Mean	Number	Standard Deviation
New England	$37,998	$40,605	142	$22,747
Middle Atlantic	42,002	45,543	396	23,050
South Atlantic	46,000	48,571	294	23,388
East South Central	38,357	50,409	94	35,146
East North Central	47,996	54,017	358	33,031
West North Central	41,998	47,196	163	27,267
West South Central	48,020	50,790	191	25,923
Mountain	41,548	47,221	120	32,541
Pacific	44,004	47,261	380	26,085
TOTAL	44,619	48,363	2,150	27,554

Source: 1979 Survey of Dental Practice.

Table VII-5. Average total income from dentistry for all dentists by age, 1978.

Age (years)	Median	Mean	Number	Standard Deviation
Less than 30	$17,988	$21,195	112	$19,473
30 - 34	35,000	37,591	408	23,289
35 - 39	47,002	51,493	349	32,668
40 - 44	50,000	54,332	294	26,943
45 - 49	52,993	56,443	287	27,364
50 - 54	54,891	58,748	223	26,364
55 - 59	45,588	49,089	273	23,488
60 or older	33,001	37,133	325	24,836
All Dentists	42,000	46,747	2,341	28,053

Source: 1979 Survey of Dental Practice.

Table VII-6. Average total net income from dentistry for all independent dentists working the full year by age, 1978.

Age (years)	Median	Mean	Number	Standard Deviation
Less than 30	$24,165	25,957	56	$18,760
30 - 34	35,397	39,670	347	23,672
35 - 39	47,997	51,745	324	31,103
40 - 44	50,000	54,733	282	27,102
45 - 49	52,997	56,622	283	27,444
50 - 54	54,996	59,031	219	26,469
55 - 59	47,973	49,629	263	23,629
60 or older	34,001	37,550	307	24,612
All Independent Dentists	44,619	48,363	2,150	27,554

Source: 1979 Survey of Dental Practice.

Table VII-7. Average total net income from dentistry for all independent dentists working the full year by type of practice, 1978.

Type of Practice	Median	Mean	Number	Standard Deviation
All Independent Dentists	$44,619	$48,363	2,150	$27,554
General Practitioners	42,000	45,742	1,888	24,205
All Specialists	60,000	67,275	262	40,098
Oral Surgeons	60,125	68,329	53	34,647
Endodontists	52,842	64,664	15	[illegible],462
Orthodontists	62,015	72,392	111	47,127
Pedodontists	48,120	51,199	39	28,152
Periodontists	62,000	71,891	35	32,824
Prosthodontists	*	*	8	*

Source: 1979 Survey of Dental Practice.

*See note, Table VI-1 and Appendix A for sampling methodology.

Table VII-8. Percentage distribution of all independent general practitioners and specialists working the full year by total net income from dentistry, 1978.

Total Net Income From Dentistry	All Dentists		General Practitioners		Specialists[a]	
	%	Number	%	Number	%	Number
Less than $10,000	3.2	68	3.3	62	2.3	6
$10,000 - 14,999	1.8	38	1.9	35	1.1	3
$15,000 - 19,999	4.0	86	4.3	82	1.5	4
$20,000 - 24,999	5.0	108	5.4	102	2.6	7
$25,000 - 29,999	5.9	126	6.4	121	1.9	5
$30,000 - 34,999	9.6	207	10.4	197	3.6	9
$35,000 - 39,999	10.0	216	10.7	202	5.3	14
$40,000 - 44,999	10.5	227	11.1	209	6.8	18
$45,000 - 54,999	17.6	378	17.7	334	16.9	44
$55,000 - 64,999	12.5	268	12.3	232	13.7	36
$65,000 or more	19.9	429	16.6	313	44.3	116
TOTAL	100.0	2,151	100.0	1,889	100.0	262

Source: 1979 Survey of Dental Practice.

[a] See note, Table VII-1.

Table VII-9. Percentage distribution of independent dentists working the full year by total net income and type of practice ownership, 1978.

Income From Dentistry[a]	All Independent Dentists[b]		Sole Proprietor		Partnership		Shareholder-Incorporated	
	%	Number	%	Number	%	Number	%	Number
Less than $10,000	3.2	68	3.0	43	0.0	0	1.7	9
$10,000 - 14,999	1.8	38	2.1	29	1.2	1	0.4	2
$15,000 - 19,999	4.0	86	5.0	72	0.0	0	1.1	6
$20,000 - 24,999	5.0	108	6.4	90	6.0	5	1.7	9
$25,000 - 29,999	5.9	126	6.8	97	6.0	5	2.7	14
$30,000 - 34,999	9.6	207	11.8	168	8.3	7	4.0	21
$35,000 - 39,999	10.0	216	11.3	161	12.1	10	6.5	34
$40,000 - 44,999	10.5	227	11.4	163	13.1	11	8.0	41
$45,000 - 54,999	17.6	378	17.2	244	27.2	23	18.8	97
$55,000 - 64,999	12.5	268	11.4	162	9.5	8	17.3	90
$65,000 or more	19.9	429	13.6	194	15.8	13	38.1	198
TOTAL	100.0	2,150	100.0	1,423	100.0	84	100.0	519

Source: 1979 Survey of Dental Practice.

[a] See note, Table VII-1.

[b] 124 independent dentists had an undetermined type of ownership.

APPENDIX A

1979 SURVEY OF DENTAL PRACTICE

SURVEY METHODOLOGY

SURVEY METHODOLOGY

A. Introduction

The sampling technique used for the 1979 Survey of Dental Practice was developed by the Bureau of Economic and Behavioral Research for general surveys limited to dentists who are in private practice. Samples are drawn to permit reasonable extrapolation to the total U.S. dental profession in private practice and limited subgroups within this population. The sampling scheme selected is a stratified systematic sample. The population from which this sample was drawn is defined as "...all dentists, including specialists, who are listed in the 1979 registry of the American Dental Association as actively in private practice."

The ADA registry (data tape) includes both members of the American Dental Association and non-members. Specifically excluded from the sample are dentists known to the Association from the 1979 Distribution of Dentists to be exclusively: federal or state employees, full-time faculty in dental schools, administrators, interns, residents, graduate students, dentists primarily engaged in other areas of dentistry and dentists over 68 years of age, if no occupation is indicated. Since the information on their status is unreliable, dentists over 68 years of age with unknown occupations are excluded on the assumption that they are less likely to be actively treating patients among the general public.

B. Sampling Technique

Records of dentists were obtained from the Bureau of Data Processing of the American Dental Association. Using a list updated in April 1979, there was a population of 117,294 dentists who treated patients at least part-time from which the sample was drawn. In order to generate the systematic stratification of the population, the dentists on the list were arranged first by type of practice, then by region and state within each practice type and, lastly, by year of graduation from dental school by state within each region. Random starts were selected using a table of random numbers. Sampling every 21st general practitioner and every ninth specialist produced a desired sample size of 4,800 general practitioners and 1,600 specialists for a total sample of 6,400 dentists. An interval of 21 for general practitioners was derived by dividing the total population of general

practitioners (103,070) by the desired sample size of general practitioners (4,800). Similarly, an interval of nine was derived from dividing the total population of specialists (14,224) by the desired sample size of specialists (1,600).

Following the selection of the sample, background data for each member of the sample based on the ADA distribution and membership records were transferred from magnetic tape to punched cards. These cards served as the primary source of selected demographic variables relevant to the study. Several of these variables such as age, year of graduation, region and type of practice were used in this report as independent variables in cross tabulations and in comparing the sample to the population of dentists.

The background data cards include the following information for each dentist:

a. identification number (selection number)
b. type of practice (general practitioner, endodontist, pedodontist, etc.)
c. geographic region
d. zip code
e. state
f. dental school attended
g. year of graduation from dental school
h. member or nonmember status in the American Dental Association
i. year of birth
j. sex

The final step in the sample selection procedure was to assess the representativeness of the sample by comparing the distribution of dentists in the sample with the distribution of the population with respect to the demographic variables listed above. The results of these comparisons are presented in tables A-1 through A-4.

C. Sample Size and Weighting

The total sample for this study represents approximately 5.5% of the population of dentists. This sample size proved small enough to permit a thorough follow-up, including remailing of the questionnaire and telephone follow-up, while still of a size to permit extrapolation to the population at large.

Table A-1. Distribution of dentist population, sample and respondents by type of practice, 1979.

Type of Practice	Dentist Population		Weighted Sample		Unweighted Sample		Weighted Respondents		Unweighted Respondents	
	%	Number	%	Number	%	Number	%	Number	%	Number
General Practitioners	87.9	103,070	87.9	5,624	75.3	4,819	88.0	2,669	75.6	2,287
Oral Surgeons	2.8	3,265	2.8	178	5.7	362	2.4	74	5.0	151
Endodontists	0.8	879	0.8	48	1.5	98	0.7	22	1.5	44
Orthodontists	5.1	6,024	5.1	328	10.4	668	5.1	156	10.5	318
Pedodontists	1.5	1,703	1.5	93	3.0	189	1.7	51	3.4	103
Periodontists	1.5	1,789	1.5	98	3.1	199	1.7	51	3.4	104
Prosthodontists	0.4	514	0.4	27	0.9	56	0.3	10	0.7	20
Oral Pathologists	0.0	28	0.0	1	0.0	3				
Public Health	0.0	22	0.0	1	0.0	3				
Total	100.0	117,294	100.0	6,398	100.0	6,397	100.0	3,033	100.0	3,027

Source: 1979 Survey of Dental Practice.

Table A-2. Distribution of dentist population, sample and respondents by region and state, 1979.

Region and State	Dentist Population		Weighted Sample		Unweighted Sample		Weighted Respondents		Unweighted Respondents	
	%	Number	%	Number	%	Number	%	Number	%	Number
New England	6.6	7,742	6.8	433	6.9	442	6.8	206	7.1	215
Maine	0.4	480	0.4	27	0.4	27	0.5	14	0.5	15
Vermont	0.2	271	0.3	16	0.2	15	0.1	2	0.1	2
New Hampshire	0.4	468	0.4	27	0.4	27	0.5	15	0.5	14
Massachusetts	3.3	3,915	3.3	213	3.4	220	3.2	98	3.4	104
Connecticut	1.8	2,111	1.9	120	1.9	123	2.0	61	2.1	63
Rhode Island	0.4	497	0.5	30	0.5	30	0.5	16	0.5	16
Middle Atlantic	20.7	24,245	20.1	1,287	20.1	1286	19.1	580	19.2	580
New York	11.3	13,245	11.1	711	11.0	705	9.9	301	9.9	300
Pennsylvania	5.4	6,332	5.2	331	5.1	328	5.4	163	5.3	160
New Jersey	4.0	4,668	3.8	245	4.0	253	3.8	116	4.0	120
South Atlantic	13.4	15,710	13.6	869	13.7	880	13.4	405	13.5	410
West Virginia	0.6	680	0.6	37	0.5	35	0.6	18	0.6	17
Maryland	2.0	2,343	1.9	124	2.0	129	2.0	61	2.1	63
Delaware	0.2	259	0.2	15	0.3	16	0.1	4	0.2	5
Virginia	2.1	2,452	2.1	135	2.1	135	2.1	63	2.0	60
District of Columbia	0.5	614	0.5	29	0.4	28	0.2	7	0.3	9
North Carolina	1.7	2,019	1.8	113	1.7	111	1.8	54	1.7	52
South Carolina	0.9	1,049	0.9	57	0.9	58	1.1	34	1.1	34
Georgia	1.7	2,041	1.7	110	1.7	112	1.3	40	1.4	42
Florida	3.6	4,253	3.9	249	4.0	256	4.1	124	4.2	128
East South Central	4.6	5,420	4.5	291	4.5	289	4.4	134	4.4	133
Kentucky	1.2	1,391	1.2	77	1.2	76	1.2	36	1.2	37
Tennessee	1.8	2,080	1.7	109	1.7	109	1.5	44	1.5	44
Mississippi	0.6	730	0.6	37	0.6	36	0.8	24	0.7	22
Alabama	1.0	1,219	1.1	68	1.1	68	1.0	30	1.0	30
East North Central	17.7	20,735	17.5	1,121	17.3	1108	17.2	521	16.9	512
Wisconsin	2.2	2,628	2.3	144	2.2	140	2.3	69	2.1	65
Michigan	4.1	4,800	4.1	265	4.1	263	4.9	149	4.9	147
Illinois	5.1	6,003	5.0	318	4.9	315	3.8	114	3.7	112
Indiana	1.9	2,210	1.9	120	1.9	120	1.5	45	1.5	47
Ohio	4.3	5,094	4.3	274	4.2	270	4.7	144	4.7	141

Table A-2 (continued)

	Dentist Population		Weighted Sample		Unweighted Sample		Weighted Respondents		Unweighted Respondents	
	%	Number	%	Number	%	Number	%	Number	%	Number
West North Central	7.3	8,510	7.3	470	7.1	457	8.1	244	8.0	241
North Dakota	0.2	281	0.3	16	0.3	16	0.3	10	0.3	10
South Dakota	0.2	282	0.2	15	0.2	14	0.3	10	0.3	10
Minnesota	2.1	2,426	2.1	131	2.0	126	2.0	62	2.0	60
Nebraska	0.7	848	0.7	47	0.7	44	0.8	25	0.8	25
Iowa	1.1	1,338	1.1	72	1.1	70	1.5	45	1.5	44
Kansas	0.9	1,049	0.9	60	0.9	60	1.1	33	1.1	32
Missouri	1.9	2,286	2.0	129	2.0	127	1.9	59	2.0	60
West South Central	7.5	8,833	7.7	491	7.6	489	8.1	246	7.8	237
Oklahoma	0.9	1,106	0.9	61	0.9	61	0.9	28	1.0	29
Arkansas	0.6	731	0.6	41	0.6	40	0.7	22	0.7	21
Texas	4.7	5,457	4.7	298	4.7	298	4.9	148	4.7	141
Louisiana	1.3	1,539	1.4	91	1.4	90	1.6	48	1.5	46
Mountain	4.7	5,521	4.9	314	4.9	312	5.1	154	5.0	151
Montana	0.4	440	0.4	25	0.4	24	0.4	11	0.3	10
Idaho	0.4	462	0.4	26	0.4	25	0.5	15	0.5	15
Wyoming	0.2	209	0.2	14	0.2	13	0.3	10	0.3	9
Nevada	0.3	327	0.3	18	0.3	18	0.1	4	0.1	3
Utah	0.7	855	0.7	47	0.7	45	0.6	17	0.6	17
Colorado	1.4	1,615	1.4	92	1.5	95	1.7	53	1.8	54
Arizona	0.9	1,119	1.0	65	1.0	64	1.1	34	1.1	33
New Mexico	0.4	494	0.4	27	0.4	28	0.3	10	0.3	10
Pacific	17.0	19,934	17.0	1,090	17.2	1103	17.6	533	17.9	543
Alaska	0.2	209	0.2	13	0.2	13	0.2	5	0.1	4
Washington	2.2	2,607	2.2	142	2.2	143	2.4	74	2.5	75
Oregon	1.4	1,683	1.5	94	1.4	90	1.5	47	1.5	45
California	12.7	14,835	12.6	809	12.9	825	13.0	395	13.5	407
Hawaii	0.5	600	0.5	32	0.5	32	0.4	12	0.4	12
Other Possessions	0.5	644	0.5	33	0.5	31	0.2	6	0.2	6
(Virgin Islands,	0.0	18	0.0	1	0.0	1	0.0	0	0.0	0
Puerto Rico)	0.5	626	0.5	32	0.5	30	0.2	6	0.2	6
Total	100.0	117,294	100.0	6,399	100.0	6397	100.0	3029	100.0	3027
Unknown								22		19

Source: 1979 Survey of Dental Practice.

Table A-3. Distribution of population, sample and respondents by graduation year from dental school, 1979.

Graduation Year	Dentist Population		Weighted Sample		Unweighted Sample		Weighted Respondents		Unweighted Respondents	
	%	Number	%	Number	%	Number	%	Number	%	Number
Before 1940	9.3	10,891	9.2	589	8.7	555	6.6	201	6.3	191
1940-1944	6.7	7,776	6.7	425	6.5	415	6.2	188	5.9	179
1945-1949	6.5	7,643	6.5	412	6.6	419	6.3	191	6.4	193
1950-1954	10.3	12,108	10.4	664	10.5	669	12.1	366	12.1	367
1955-1959	11.4	13,340	11.4	728	11.8	750	12.4	376	12.7	384
1960-1964	12.4	14,554	12.5	798	13.3	848	13.0	395	13.5	408
1965-1969	13.2	15,424	13.1	839	14.3	913	13.2	401	14.5	439
1970-1974	15.6	18,265	15.7	1,003	15.7	1005	17.5	529	17.5	530
1975-1979	14.5	17,007	14.5	925	12.7	808	12.6	382	11.0	333
Total	100.0	117,008	100.0	6,382	100.0	6382	100.0	3029	100.0	3024
Unknown		286		16		15		26		22

Table A-4. Distribution of population, sample and respondents by membership status, 1979.

Membership Status	Dentist Population		Weighted Sample		Unweighted Sample		Weighted Respondents		Unweighted Respondents	
	%	Number	%	Number	%	Number	%	Number	%	Number
Non-member	.30	35,147	.29	1,888	.28	1791	.23	693	.22	669
Member	.63	73,650	.63	4,047	.65	4179	.73	2198	.74	2229
Life member	.05	6,156	.05	341	.05	322	.04	114	.03	106
Student	.02	2,333	.02	123	.02	105	.01	27	.01	23
Assoc	.00	7								
Total	100.0	117,293	100.0	6,399	100.0	6397	100.0	3032	100.0	3027
Unknown								22		19

Source: 1979 Survey of Dental Practice.

Since the total population size is known, overall population estimates can be derived for many population parameters. The sample size is large enough to permit analysis of the dental profession actively providing care in private practices to the general public.

Tables A-1 through A-4 show unweighted and weighted figures for both the sample and the respondents to the survey. Since specialists comprise a small portion of the dental population it was necessary to oversample them to ensure adequate numbers for statistical analysis (i.e., the proportion of specialists in the unweighted sample is higher than the actual proportion of specialists in the total population of dentists).

In order to make statements about the entire population of dentists based on the sample respondents, it was necessary to account for the oversampling of specialists. This was accomplished by applying a weighting factor to each sampled dentist and to each survey response.

In table A-1, the unweighted sample percentages for general practitioners and specialists differ from the percentages for the weighted sample. A simple ratio was used to determine the weighting factor and is presented below:

General Practitioners	Specialists
$\frac{\%\text{ in Population}}{\%\text{ in Sample}}$	$\frac{\%\text{ in Population}}{\%\text{ in Sample}}$
Weighting Factor $= \frac{87.87}{75.30} = 1.17$	Weighting Factor $= \frac{12.13}{24.70} = .49$

Thus, the weights for general practitioners and specialists are as follows: general practitioners = 1.17; specialists = .49. That is 4819(1.17) + 1578(.49) = 6400 (derived sample size). By multiplying general practitioners by 1.17 and specialists by .49 in the unweighted sample, the percentages for the weighted sample more closely approximate the population figures. The same holds true for the survey responses and tables A-2 through A-4.

Table A-1 gives the distribution of dentists by type of practice. There are no significant percentage differences between the weighted sample and the population. In table A-2,

A-3, A-4, there are no percentage differences between the weighted sample and the population that exceed 0.6%. In the regional distribution (table A-2) the greatest difference is 0.6% (Middle Atlantic). In the distribution by graduation year (table A-3), the greatest differences is 0.1% and in the distribution by membership status (table A-4) the greatest difference is again 0.1%.

The weighting factor has been employed in all statistical calculations of means and medians as presented in this report. One must be cautious, however, of statistical procedures using standard deviations and sample sizes since the weighting factor could lead to inappropriate rejections of hypotheses when test statistics approach their critical values.

D. Data Collection

Procedure: The general survey strategy followed in obtaining data for this report was an initial mail questionnaire sent to all sampled dentists, followed in three weeks by a second mailing to all nonrespondents. A telephone follow-up of all remaining nonrespondents was then completed asking for the return of the original questionnaire. Although the American Dental Association records are kept relatively current, a loss of sample dentists was expected due to death, incorrect or change of address.

Nonrespondents: Nonrespondents to the first mailing of the questionnaire were sent a second survey. One month later any remaining nonrespondents were interviewed by telephone and asked if they would be willing to fill out a questionnaire if another copy were sent to them.

A major problem in conducting sample surveys is the possible occurence of a bias due to nonresponse; that is, as the response rate falls below 100.0%, those responding may not accurately represent the population of dentists. Because selected characteristics of the population were known it was possible to check how representative the respondents are relative to these characteristics.

Respondents: The distributions of dentists in tables A-1 through A-4 reveals only negligible differences between the unweighted respondents and the original sample. Tables A-3 and A-4 suggest a slight relationship between response rate and both graduation year and membership status. That is, recent graduates and members were more likely to respond. These relationships are not strong enough however, to introduce serious bias.

Table A-5 contains the number and percent of sampled dentists by response and nonresponse categories. Approximately 48% of the original sampled dentists responded to the 1979 Survey of Dental Practice. A known refusal by a dentist to respond included 692 dentists (10.8%) and no response (i.e. no questionnaire was ever returned) represented 1,864 dentists (29.1%). This latter category of nonresponse are basically categorized as "unknown" nonresponse since no reasons were determined for the lack of response. Presumably the reasons could include refusal, not in private practice, deceased, graduate student, etc.

The second set of nonresponsdnets to the survey involve dentists who were included in the sample but theoretically should not have been and therefore should not have received a survey. The major source of this error is the lag in updating dentists records. The sample of dentists was selected at a point in time and thus the records may not show information such as recent change of address, return to graduate school, death, retirement or departure from the private practice of dentistry. Approximately 13% of the sampled dentists were included in this category of nonresponse.

After adjusting the initial sample for dentists in the second category of nonresponse (i.e. should not have been included in the sample of active in private practice) the final adjusted response rate was 54.4% [3,046/(6,416-814)] of the dentists.

Table A-5. Number and percent distribution of sampled dentists by response categories, 1979.

Response Categories	Number	Percent Distribution of: Unadjusted Sample Size[c]	Adjusted Sample Size[d]
Respondents	3,046	47.5	54.4
(1) Nonrespondents[a]			
Refusals	692	10.8	12.4
No response	1,864	29.1	33.3
Subtotal	2,556	39.8	45.6
(2) Nonrespondents[b]			
Address Unknown	261	4.1	--
Deceased	18	0.3	--
Retired/Disabled	97	1.5	--
No longer in Private Practice	434	6.8	--
Other	4	0.0	--
Subtotal	814	12.7	--
TOTAL	6,416	100.0	100.0

Source: 1979 Survey of Dental Practice.

[a] Known dentists who individually chose not to respond to the survey.

[b] Dentists who were included in the sample and were identified as not active in private practice but who could not be defined as such prior to the selection of the sample.

[c] Percents are based on a total of 6,416 dentists in the initial sample.

[d] Percents are based on an adjusted sample size of 5,602 dentists (6,416 - 814).

APPENDIX B

1979 SURVEY OF DENTAL PRACTICE

SURVEY FORM

Bureau of Economic
and Behavioral Research

AMERICAN DENTAL ASSOCIATION, 211 East Chicago Avenue, Chicago, Illinois 60611

SURVEY OF DENTAL PRACTICE 1979

*Please answer all questions by **circling** the number corresponding to the most appropriate response, except where otherwise indicated. Please write "NA" for those questions or sections that do not apply.*

If you are **not** in private practice, check (✓) here _____ and do **not** continue.
Please return the questionnaire in the envelope provided. Thank you.

INDIVIDUAL CHARACTERISTICS

1a. In which type of practice are you now engaged?

Board certified specialist	1
Board eligible specialist	2
Limited practice	3
General practitioner, family practice	4

b. If you limit your practice, please circle the number which best describes the type of care you deliver.

Not applicable (general practitioner)	1
Oral and maxillofacial surgery	2
Orthodontics	3
Pedodontics	4
Periodontics	5
Prosthodontics	6
Endodontics	7
Oral Pathology	8
Public Health	9

2a. Since graduating from dental school, have you always been **actively** involved in the treatment of patients?

Yes (skip to question 3)	1
No	2

b. If no, please indicate the number of years in which you were **not actively** treating patients, since graduating from dental school.

_____ years

3. In how many practice locations do you currently treat patients?

_____ location(s)

4. How many dentists are in the practice which you would describe as your **primary** practice (including yourself)?

_____ dentist(s)

5. What is the zip code of this **primary** practice location?

_____ zip code

6. How did you **first** become associated with this present **primary** practice?

Did you:

Begin a **new** practice alone	1
Begin a **new** practice with partner(s)	2
Purchase an **existing** practice	3
Join in ownership of an **existing** practice	4
Become salaried in an **existing** practice	5
Other, please specify _____	

7. In what year did you **first** become associated with this present **primary** practice?

19 _____

THE NEXT QUESTIONS ARE INTENDED TO PROVIDE INFORMATION ON THE AMOUNT OF TIME YOU SPEND PER YEAR IN DENTISTRY. (Please answer for yourself only.)

8. During 1978, approximately how many weeks did you **personally** spend treating patients (**excluding** weeks spent on vacation, at professional meetings, etc.) in your **primary** practice?

_____ weeks per year

9. During the weeks you worked in 1978, approximately how many hours per week did you **personally** spend in the following activities associated with your **primary** practice? (If none, please write in a zero.)

	Hours Per Week	
	At the office or hospital	Away from the office
Treating patients (chairside or at a hospital)	_____	_____
On laboratory procedures	_____	_____
Filing prepayment forms (including government forms)	_____	_____
Bookkeeping procedures	_____	_____
Professional reading	_____	_____
Other activities (training employees, etc.)	_____	_____
Personal time (lunch, etc.)	_____	_____
TOTAL HOURS PER WEEK	_____	_____

10. In a typical week, what percentage of your time treating patients is devoted to each of the following procedures? (If none, please write in a zero.) (Percents should total 100%.)

	Percent of Time Per Week
General procedures (examinations, diagnosis, fluoride treatments, preventive instruction, diet counseling, etc.)	_____ %
Palliative treatments	_____ %
Operative procedures (restorations, amalgams, inlays, etc.)	_____ %
Prosthodontic procedures (crowns, bridges, partial and full dentures, etc.)	_____ %
Endodontic procedures	_____ %
Periodontic procedures	_____ %
Orthodontic procedures	_____ %
Oral and maxillofacial surgery procedures	_____ %
Other, please specify _____	_____ %
TOTAL	100 %

*PLEASE REMEMBER TO ANSWER THESE QUESTIONS FOR THE **ENTIRE PRIMARY PRACTICE** IN WHICH YOU ARE INVOLVED.*

PERSONNEL

1. If the primary practice employs **no** personnel, check (✓) here [ ] and skip to the SECONDARY PRACTICE CHARACTERISTICS section on the next page.

2. For the **entire primary practice**, indicate the number of employee positions which were filled during any period during 1978 (even if only a month), full or part-time, working for any dentist in the office. (If none, please write in a zero.)

NOTE: For this questionnaire, an employee who acts as a secretary or receptionist, but also provides chairside assistance at least 50% of the time, should be counted as a chairside assistant.

	Total Number of Full or Part-time Positions in the Entire Practice
Dentist(s) (BE SURE TO INCLUDE YOURSELF)	_____
Dental Hygienist(s)	_____
Chairside Assistant(s)	_____
Secretary/Receptionist(s)	_____
Dental Laboratory Technician(s)	_____
Bookkeeper, business personnel	_____
Other, please specify _____	_____

Hygienists

3. Does the primary practice employ any full or part-time hygienists?

Yes 1

No (skip to question 7) 2

4. For each **hygienist** in the primary practice, please indicate the 1978 **weekly** salary rate and the total number of hours worked per week for the entire practice (during the months when the position was filled).

	Weekly Salary	Total Number of Hours Per Week in the Practice
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Position #3	$ _____ .00	_____
Other hygienists _____	$ _____ .00	_____
_____	$ _____ .00	_____

5. In the primary practice, approximately how many patients are treated by each **hygienist** in a typical week?

Position #1	_____ patients per week
Position #2	_____ patients per week
Position #3	_____ patients per week
Other hygienists _____	_____ patients per week
_____	_____ patients per week

6. For all **hygienists** in the primary practice, please indicate the amount of experience (excluding education) they had **before they were hired** by the practice and the length of time each has been employed in the entire practice.

	Length of Prior Experience		Length of Employment in this Practice	
	years	months	years	months
Position #1	_____	_____	_____	_____
Position #2	_____	_____	_____	_____
Position #3	_____	_____	_____	_____
Other hygienists _____	_____	_____	_____	_____
_____	_____	_____	_____	_____

7. For each position listed, please indicate the 1978 **weekly** salary rate and the total number of hours worked per week for the **entire practice** (during the months when the position was filled).

	Weekly Salary	Total Number of Hours Per Week in the Practice
Chairside Assistants:		
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Position #3	$ _____ .00	_____
Secretary/Receptionists:		
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Position #3	$ _____ .00	_____
Dental Laboratory Technicians:		
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Bookkeepers:		
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Other, please specify: (including additional employees in above categories.)		
_____	$ _____ .00	_____
_____	$ _____ .00	_____
_____	$ _____ .00	_____
_____	$ _____ .00	_____

8. For all individuals listed above, please indicate the amount of experience (excluding education) they had **before they were hired** by the practice and the length of time each has been employed in the entire practice.

	Length of Prior Experience		Length of Employment in this Practice	
	years	months	years	months
Chairside Assistants:				
Position #1	____	____	____	____
Position #2	____	____	____	____
Position #3	____	____	____	____
Secretary/Receptionists:				
Position #1	____	____	____	____
Position #2	____	____	____	____
Position #3	____	____	____	____
Dental Laboratory Technicians:				
Position #1	____	____	____	____
Position #2	____	____	____	____
Bookkeepers:				
Position #1	____	____	____	____
Position #2	____	____	____	____
Other, please specify: (including additional employees in above categories.)				
_____	____	____	____	____
_____	____	____	____	____
_____	____	____	____	____
_____	____	____	____	____

9. In the primary practice, please indicate who (in keeping with your individual state practice act) performs each of the following selected procedures. If more than one person performs the procedure at different times, circle as many as apply.

	Dentist	Hygienist	Assistant	Not routinely Performed
Taking impressions for study casts	1	2	3	4
Removing sutures and dressings	1	2	3	4
Placing amalgam restorations	1	2	3	4
Carving and finishing amalgam restorations	1	2	3	4
Placing and finishing resin, composite and silicate restorations	1	2	3	4
Administering local anesthetic agents	1	2	3	4

10. Have any of your personnel graduated from accredited programs that taught expanded duties?

	Yes	No
dental assistants	1	2
hygienists	1	2

Salaried Dentists (non-owners, salaried by the practice)

11. Does the primary practice employ any full or part-time dentists on a salaried basis?

Yes 1

No (skip to the SECONDARY PRACTICE CHARACTERISTICS section) 2

12. In the primary practice, approximately how many patients are treated by the salaried dentists in a typical week?

Position #1 _____ patients per week

Position #2 _____ patients per week

Other, please specify _____ _____ patients per week

_____ _____ patients per week

13. For each salaried dentist, please indicate the 1978 **monthly** salary rate and the total number of hours worked per week for the entire primary practice (during the months when the position was filled).

	Monthly Salary	Total Number of Hours Worked per Week
Position #1	$ _____ .00	_____
Position #2	$ _____ .00	_____
Other, please specify _____	$ _____ .00	_____
_____	$ _____ .00	_____

14. For all salaried dentists, please indicate the amount of experience (excluding education) they had **before they were hired** by the practice and the length of time each has been employed in the entire primary practice.

	Length of Prior Experience		Length of Employment in this practice	
	years	months	years	months
Position #1	____	____	____	____
Position #2	____	____	____	____
Other, please specify _____	____	____	____	____
_____	____	____	____	____

SECONDARY PRACTICE CHARACTERISTICS

1. Do you have a **secondary** practice?

Yes 1

No (skip to the PRIMARY PRACTICE CHARACTERISTICS section on the next page.) 2

2. What is the zip code of your **secondary** practice location?

_____ zip code

3. During 1978, approximately how many hours per week did you spend in your **secondary** practice, counting general office work, patient care, etc.?

Total hours per week in your secondary practice _____

4. During 1978, approximately how many weeks did you spend treating patients (**excluding** weeks spent on vacation, at professional meetings, etc.) in your **secondary** practice?

Weeks per year in your secondary practice _____

5. Approximately how many patients do you treat in a typical week (excluding those patients with only hygienist's appointments) in your **secondary** practice?

Patients per week in your secondary practice _____

6. If any hygienists are employed by the secondary practice, approximately how many patients are treated by each hygienist in a typical week?

Position #1 _____ patients per week

Other hygienists _____ _____ patients per week

_____ _____ patients per week

We are trying to get a clear picture of your **ENTIRE PRIMARY PRACTICE.**
More than one dentist? . . . . . Answer for **ALL DENTISTS.**
More than one practice? . . . . . Answer for the **PRIMARY PRACTICE.**

PRIMARY PRACTICE CHARACTERISTICS

1. How many patients of record (patients established in the entire practice) were on file in 1978 for the **entire primary practice**?
   _____ patients

2. Approximately what percent of the **entire practice's** yearly patients are received on a referral basis from another practice, dentist or physician? _____ %

3a. Please estimate the number of appointments (patient visits) in a typical week in the **entire practice** _____ visits

b. In the **entire practice**, approximately how many **emergency** cases per week are for:
   Patients of record _____ cases
   New patients _____ cases

4. In the **entire primary practice**, approximately how many PATIENTS are treated in a typical week (not counting those patients with only hygienist's appointments)?
   Number of patients per week _____ patients

SCHEDULING

1. During a typical week, approximately how many non-emergency patients are treated **without** having scheduled an appointment time in advance?
   _____ patients per week

2. During a typical week, approximately how many patients completely miss a scheduled appointment without giving at least 24 hours notice? _____ patients per week

3. During the last year, approximately how long did an average patient of record have to wait:

   a. for the **initial appointment** of a series (excluding emergency cases) _____ days [OR] _____ weeks

   b. to see a dentist after the patient arrives for a scheduled appointment _____ min. [OR] _____ hours

4. If a person who is **not** a patient of record calls the office today for an appointment, please estimate within how many days an appointment could be scheduled with the dentist(s) for a **non-emergency** examination _____ days
   No new patients accepted (Please check (✓) here [ ]).

5. Of the following statements, circle the one that best describes the practice schedule for the past year.
   Too busy to treat all people requesting appointments 1
   Provided care to all who requested appointments but felt overworked (too rushed, too many hours) 2
   Provided care to all who requested appointments and did not feel overworked 3
   Not busy enough, would have liked more patients 4

SPACE AND EQUIPMENT

1a. What is the total number of fully equipped operatories in the entire primary practice? _____ operatories

b. How many of these are multi-chaired operatories? (If none, please write in a zero.) _____ operatories

2. How many operatories have:
   1. _____ two chairs
   2. _____ three chairs
   3. _____ four chairs
   4. _____ five or more chairs

3. Approximately how many total square feet of space does the **entire primary practice** office have? _____ square feet

4. Please indicate the number of the following types of x-ray generators your primary practice owns.
   _____ number of intra-oral x-ray generators
   _____ number of panoramic x-ray generators

5. If any new equipment will be purchased by the primary practice within the next year, please describe what items will be purchased.
   _____
   _____
   _____

PATIENT CHARACTERISTICS

1. Approximately what percentage of patients in the primary practice would you estimate (NOTE: these do not have to add to 100%):

   a. are 14 years of age or younger _____ %
      are 65 years of age or older _____ %

   b. have family incomes under $10,000 _____ %
      have family incomes over $30,000 _____ %

2. Please describe the distance your patients travel (from work or home) to your primary practice office.
   _____ % patients close (within walking distance or within 1-10 minute drive or transportation)
   _____ % patients within 11-39 minutes drive or transportation
   _____ % patients within 40 or more minute drive or transportation
   _____
   100% TOTAL

FEES

1. Please record the fees that are most often charged for the following services. For those services that you do not perform, write in "NA". If you typically provide the service free of charge, please write in a zero.

Periodic oral examination (excluding radiographs)	$ _____ .00
Bitewing radiographs, four films	$ _____ .00
Dental prophylaxis, for adults	$ _____ .00
Amalgam restoration, one surface, permanent (including polishing)	$ _____ .00
Amalgam restoration, two surfaces, permanent (including polishing)	$ _____ .00
Amalgam restoration, three surfaces, permanent (including polishing)	$ _____ .00
Gold crown (full cast), single restoration	$ _____ .00
Root canal therapy (including treatment plan, clinical procedures and follow-up care), anterior, excluding final restoration	$ _____ .00
Complete upper acrylic-base denture, including six-months post-delivery care	$ _____ .00
Extraction (including local anesthesia and postoperative care), single tooth	$ _____ .00

INCOME FROM DENTISTRY

1. Please estimate the percentage breakdown for **your own 1978 total income** from dentistry only (net income after expenses and business taxes). Please fill in the appropriate percents, which should total 100%.

Unincorporated dental practice, net income	_____ %
Unincorporated dental practice, salary	_____ %
Incorporated dental practice, salary, commission or dividends	_____ %
Faculty salary from a dental school	_____ %
Other (i.e., military duty, clinic, hospital), please specify _____	_____ %
TOTAL INCOME	100%

2. What was **your** total net income **just** from dentistry, for the full tax year 1978, as outlined above?

$ ___ _____ .00

PRIMARY PRACTICE INCOME

1. Did **you** practice dentistry for the full tax year (calendar year) of 1978?

Yes 1

No (You need not continue. Please return the questionnaire in the envelope provided. Thank you.) 2

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*If you practiced dentistry for the full tax year of 1978, this section will be easier to answer if you consult your records. Please answer the **one** section which is most suitable for your primary practice (i.e., Salaried [non-owner], Solo-Unincorporated, Partnership or Incorporated [group or solo]).*

If in your primary practice you were a SALARIED (non-owner) DENTIST:

1. If you were salaried (other than shareholder or partner), was it:

with a solo practitioner 1

in a partnership, not a partner 2

in an incorporation, not a shareholder 3

other, please describe _____

_____

2. What was your salary or commission for the full tax year 1978?

$ _____ .00

If there was anything unusual about your practice of dentistry in 1978 that made it an atypical year (i.e., disability for part of the year, organized dentistry activities, etc.), please comment freely.

THANK YOU VERY MUCH FOR COMPLETING THE QUESTIONNAIRE. ANY ADDITIONAL COMMENTS WILL BE APPRECIATED.

If in your primary practice you were a SOLO, UNINCORPORATED DENTIST:

1. Which one of the following **best** describes the nature of your unincorporated practice in 1978?

   solo practice **without** cost sharing with any other practice or business 1

   solo practice **with** the costs of some equipment or personnel shared with another practice or business 2

   other, please describe _____

   _____

2. During 1978, what were your total gross receipts from patients treated by you or your personnel in your **primary** practice? . . . . . $ _____ .00

3. What was your total 1978 net income (after expenses and business taxes) from your primary practice? . . . . . $ _____ .00

EXPENSES OF PRIMARY PRACTICE

1. Please answer for your **entire primary practice** in which you were involved. For each item below, please state the 1978 professional expenses. (If none, please write in a zero.)

> ***NOTE:*** *Total expenses should equal the difference between your gross and net incomes.*

Annual depreciation costs of dental and office equipment	$ _____ .00
Taxes on business and business property	$ _____ .00
Repairs of dental equipment or office	$ _____ .00
Total salaries	$ _____ .00
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	$ _____ .00
Insurance related to dental office (liability, fire, etc.)	$ _____ .00
Legal and professional fees	$ _____ .00
Advertising	$ _____ .00
Professional liability (malpractice insurance)	$ _____ .00
Interest on business indebtedness (excluding mortgage)	$ _____ .00
Commercial dental laboratory charges	$ _____ .00
Drugs	$ _____ .00
General supplies (general office and dental)	$ _____ .00
Yearly rent	$ _____ .00
Yearly mortgage (including interest)	$ _____ .00
Utilities (telephone, electricity, etc.)	$ _____ .00
Professional expenses (travel to meetings, society dues, etc.)	$ _____ .00
Other, please specify _____	$ _____ .00

2. For the **entire primary practice**, how much total income was lost due to **bad debts** arising from services in 1978 (patients not paying, etc.)? . . . . . $ _____ .00

3. For the **entire primary practice**, please estimate the percent of the 1978 gross income derived from each of the following:

direct patient payment	_____ %
government programs (i.e., Medicare/Medicaid, public assistance, etc.)	_____ %
direct payment from private insurance	_____ %
other, please specify _____	_____ %
TOTAL INCOME	100%

If there was anything unusual about your practice of dentistry in 1978 that made it an atypical year (i.e., disability for part of the year, organized dentistry activities, etc.), please comment freely.

THANK YOU VERY MUCH FOR COMPLETING THE QUESTIONNAIRE. ANY ADDITIONAL COMMENTS WILL BE APPRECIATED.

If in your primary practice you were a partner in a PARTNERSHIP:

1. Which one of the following **best** describes the nature of your unincorporated practice in 1978?

   partnership with the practice's net income divided among partners:
   all equipment and personnel financed by members of the partnership 1

   partnership with the practice's net income divided among partners:
   the costs of some equipment or personnel **shared** with another practice or business 2

   other, please describe _____

   _____

2. What were the gross receipts of the **entire** practice for 1978? . . . . . $ _____ .00

3. What was your **personal** 1978 net income (after expenses and business taxes) from this partnership? $ _____ .00

4. In the partnership, how many dentists were partners in 1978? (Please include yourself.) _____

5. What percent of the practice did you own in 1978? _____ %

EXPENSES OF PRIMARY PRACTICE

1. Please answer for your **entire primary practice**. For each item below, please state the 1978 professional expenses. (If none, please write in a zero.)

> ***NOTE:*** *Total expenses should equal the difference between the gross and net incomes of the entire practice.*

Annual depreciation costs of dental and office equipment	$ _____ .00
Taxes on business and business property	$ _____ .00
Repairs of dental equipment or office	$ _____ .00
Total salaries	$ _____ .00
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	$ _____ .00
Insurance related to dental office (liability, fire, etc.)	$ _____ .00
Legal and professional fees	$ _____ .00
Advertising	$ _____ .00
Professional liability (malpractice insurance)	$ _____ .00
Interest on business indebtedness (excluding mortgage)	$ _____ .00
Commercial dental laboratory charges	$ _____ .00
Drugs	$ _____ .00
General supplies (general office and dental)	$ _____ .00
Yearly rent	$ _____ .00
Yearly mortgage (including interest)	$ _____ .00
Utilities (telephone, electricity, etc.)	$ _____ .00
Professional expenses (travel to meeting, society dues, etc.)	$ _____ .00
Other, please specify _____	$ _____ .00

2. For the **entire primary practice**, how much total income was lost due to **bad debts** arising from services in 1978 (patients not paying, etc.)? . . . . . $ _____ .00

3. For the **entire practice**, please estimate the percent of the 1978 gross income derived from each of the following:

direct patient payment	_____ %
government programs (i.e., Medicare/Medicaid, public assistance, etc.)	_____ %
direct payment from private insurance	_____ %
other, please specify _____	_____ %
TOTAL INCOME	100%

If there was anything unusual about your practice of dentistry in 1978 that made it an atypical year (i.e., disability for part of the year, organized dentistry activities, etc.), please comment freely.

THANK YOU VERY MUCH FOR COMPLETING THE QUESTIONNAIRE. ANY ADDITIONAL COMMENTS WILL BE APPRECIATED.

If in your primary practice you were a SHAREHOLDER IN AN INCORPORATED PRACTICE:

1. Which one of the following **best** describes the nature of your incorporated practice in 1978?

   incorporated **without** cost sharing with any other practice or business 1

   incorporated **with** the costs of some equipment or personnel shared with another practice or business 2

   other, please describe _____

   _____

2. What was the gross income of the **entire** incorporated practice for 1978? ..... $ _____ .00

3. What was your **personal** 1978 salary, commission, and/or dividends from the practice? ..... $ _____ .00

4. How many dentists in the incorporated practice were shareholders in 1978? (If you are solo-incorporated, please write in a "1.") ..... _____ dentist(s)

5. What percent of the incorporated practice did you own in 1978?

   _____ %

EXPENSES OF PRIMARY PRACTICE

1. Please answer for your **entire primary practice**. For each item below, please state the 1978 professional expenses. (If none, please write in a zero.)

> ***NOTE:*** *Total expenses should equal the difference between the gross and net incomes of the entire practice.*

Annual depreciation costs of dental and office equipment	$ _____ .00
Taxes on business and business property	$ _____ .00
Repairs of dental equipment or office	$ _____ .00
Total salaries	$ _____ .00
Employee benefits of personnel (not included in salaries, i.e., pensions, bonuses, etc.)	$ _____ .00
Insurance related to dental office (liability, fire, etc.)	$ _____ .00
Legal and professional fees	$ _____ .00
Advertising	$ _____ .00
Professional liability (malpractice insurance)	$ _____ .00
Interest on business indebtedness (excluding mortgage)	$ _____ .00
Commercial dental laboratory charges	$ _____ .00
Drugs	$ _____ .00
General supplies (general office and dental)	$ _____ .00
Yearly rent	$ _____ .00
Yearly mortgage (including interest)	$ _____ .00
Utilities (telephone, electricity, etc.)	$ _____ .00
Professional expenses (travel to meetings, society dues, etc.)	$ _____ .00
Other, please specify _____	$ _____ .00

2. For the **entire primary practice**, how much total income was lost due to **bad debts** arising from services in 1978 (patients not paying, etc.)? ..... $ _____ .00

3. For the **entire practice**, please estimate the percent of the 1978 gross income derived from each of the following:

direct patient payment	_____ %
government programs (i.e., Medicare/Medicaid, public assistance, etc.)	_____ %
direct payment from private insurance	_____ %
other, please specify _____	_____ %
TOTAL INCOME	100%

If there was anything unusual about your practice of dentistry in 1978 that made it an atypical year (i.e., disability for part of the year, organized dentistry activities, etc.), please comment freely.

THANK YOU VERY MUCH FOR COMPLETING THE QUESTIONNAIRE. ANY ADDITIONAL COMMENTS WILL BE APPRECIATED.